HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV. Publication Office: Toronto, Canada No. 31

August 2, 1913

TRADE Gillette MARK

KNOWN THE WORLD OVER

Take a Leaf From the Book of Other Dealers' Experience

There are quite a few dealers in Canada who have lost time and money in working out the right policy in regard to Safety Razors. Their experience may be valuable to you.

Their commonest mistake has been in spreading their energies and capital over too many different makes, instead of concentrating on, say, two—the best $5.00 razor, to be sold wherever possible, and the best of the low-priced razors, for those customers who absolutely refuse to pay the higher price.

Fearing, perhaps, to miss supplying the big demand predicted by salesmen, they have stocked a few Safety Razors of almost every kind, only to find that the promised advertising, the satisfaction to users, and the resulting sales, have fallen far short of expectations.

In an effort to clear out these slow-moving lines, some have made the further mistake of holding back **the Gillette Safety Razor, for which there is probably a stronger steady demand than for all the others put together.** Naturally, this has lost them sales, and created dissatisfaction among those who did buy the others.

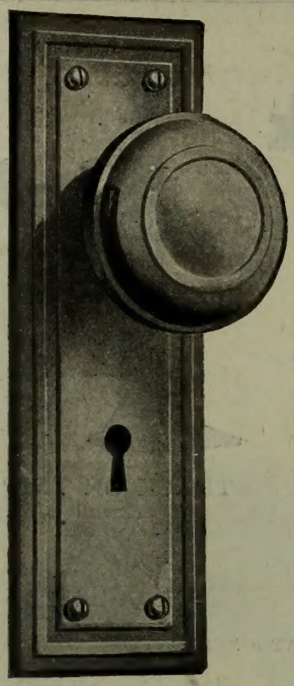
Thus these dealers have lost business, goodwill and the opportunity to establish themselves first as local headquarters for the world's best razor, the Gillette.

You'll never regret a decision to **concentrate your selling efforts and capital on the Gillette**—the one Safety Razor whose principle is right—whose reputation is established and continually strengthened by vigorous advertising—whose price allows a substantial profit—which always gives satisfaction to customers, and brings them back regularly to your store for new blades.

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

Gillette Safety Razor Co. of Canada, Limited

Office and Factory: The New Gillette Building, Montreal



Belleville Design

Made in

Wrought Brass Bronze and Steel

in complete sets

The Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, CAN.

"TARBOX BRAND, TORONTO"

Chemically Treated Dry Dusting Mops and Cloths

TRIANGULAR MOP
Liberal in Size, $1.25 Retail.

Chemical Treatment Means No Oil to Stain Polished Floors or Furnishings

The illustration of this very popular style of **Dustless Mop** is to attract your attention. Our list comprises a large variety of styles in this line at popular prices. Styles that appeal to discriminating housekeepers. Prices that appeal to the up-to-date dealer.

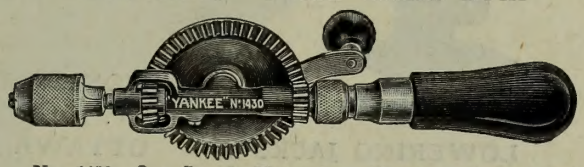
An advertisement can only be written to attract attention. If interested in a line that is agitating a greater interest among your best customers than any other article of domestic utility, send for our **Booklet** on the subject, illustrating our full line from which you can order, through your Jobber or direct

Tarbox Bros., Toronto, Can.

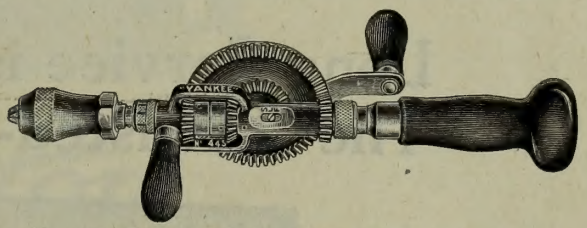
These New "YANKEES"

are built on the same lines as our 555 and others, but without the Double Ratchet, giving you a high-class "Yankee" Tool built for hard work and durability, at a lower price. All except the 1430 are equipped with two speeds, changeable instantly without removing Drill from the work. They are furnished with Breast Plate or Ball Handle and with two or three jaw chuck. Your "Yankee" line is incomplete without two or three of these styles.

"YANKEE" Plain Hand Drill

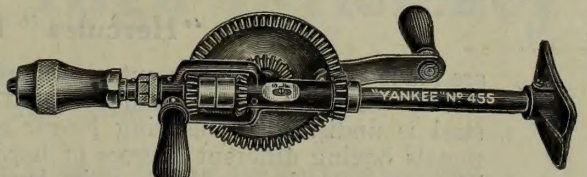


No. 1430. One Speed, Three Jaw Chuck, to hold round shank Drills up to 3-16 in. Large Gear 3⅛ in. diameter. Detachable wood handle, with magazine for Drill Points. Entire length 10½ in. Net weight 1¼ lbs.



No. 445. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, holds square shank Drills up to ½ in. Large Gear 4 in. in diameter. Detachable wood handle, with magazine for Drill Points. Entire length 15¾ in. Net weight 3½ lbs.

"YANKEE" Plain Breast Drill



No. 455. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, hold square shank drills up to ½ in. Large Gear 5 in. diameter. Entire length 17¼ in. Net weight 5½ lbs.

Your Jobber Will Supply You.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

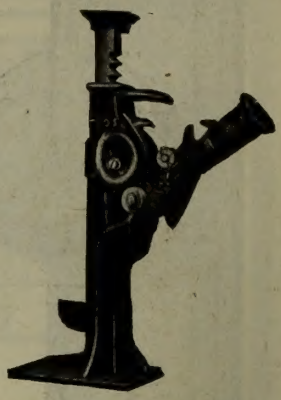
KEEP A FEW OF OUR

"Barrett" Jacks in Stock

THEY'RE STRONG, DEPENDABLE AND PROFITABLE

The Barrett Jack is the best designed, most carefully made, and the safest Jack known to the railroad or industrial world to-day.
The working parts are all accurately machine finished, and when worn out can be easily removed and replaced at slight expense.
The ribs of the base combine great strength with comparatively light weight. These Jacks are adapted to high or low set leads by using either the top of the rack or the projecting foot at the lower end.
The large rectangular shaped base gives great lifting strength, and permits the Jack to be used in close quarters, affording an advantage over round or bulky bases.
The fact that over 300,000 Barrett Jacks have been placed with American steam and street railways is substantial evidence of their worth.

All Barrett Jacks are constructed of the following materials:—Frame or Base—Malleable iron.
Rack—Forged steel, machine cut teeth.
Pawls—Drop forged open hearth steel of high carbon.
Fulcrum Pin—High carbon rolled steel, machined.
Bearings—Hardened steel.
Handles—Selected ash or hickory.
Barrett Jacks are imitated in appearance, but not in quality.



TRACK OR TRIP JACKS

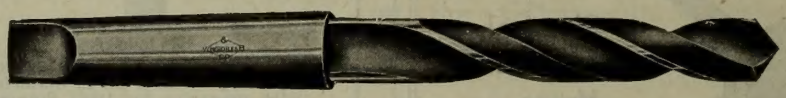
AUTOMATIC LOWERING JACKS

WRITE FOR PARTICULARS AT ONCE.

The Canadian Fairbanks-Morse Co.
LIMITED

MONTREAL, ST. JOHN, OTTAWA, TORONTO, WINNIPEG, CALGARY, SASKATOON, VANCOUVER, VICTORIA

Long Service is a Natural Result of The "Twisted-While-Hot" Process



It must be annoying to the average drill user to have drills made from well known brands of steel fall down on the job. He wants efficiency and can secure it by adopting "Hercules" High Speed Drills.

"Hercules" High Speed Twist Drills

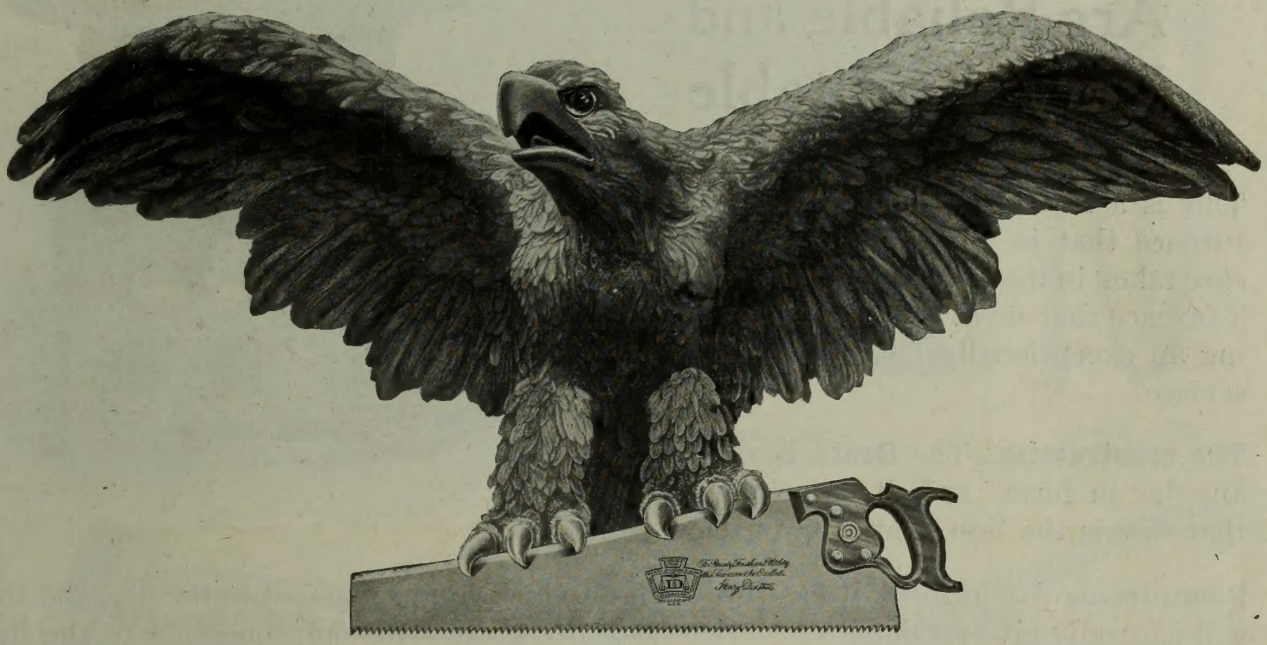
are made from a High Percentage Vanadium High Speed Steel under the only "twisted-while-hot" process that retains all the strength of the steel in the finished drill. The grain of the steel is undisturbed, insuring longer edge-holding and greater resistance to the strains of the metals having different degrees of hardness.
The taper shanks, usually one size larger than ordinary, prevent tang troubles and give a greater driving power because the drill fits into the chuck firmly and in the centre.
Your jobber will supply them or you can send order direct. Send for Catalog No. 82-G.

W B CO **Tools of Quality Bear These Marks** W&B

The Whitman & Barnes Manufacturing Co.
ESTABLISHED 1854

Stocks carried at Winnipeg and Montreal **Office and Factory, St. Catharines, Ont.**

SOARS ALL OVER THE WORLD



Disston

Superior Quality High Efficiency

THE SUPERIOR QUALITY of Disston Saws, Tools and Files shall be as determinedly guarded and maintained in the future as in the past **Seventy-Two Years.**

HIGH EFFICIENCY is the reason why the sales of Disston Goods are ever increasing; than which fact there can be no stronger selling argument.

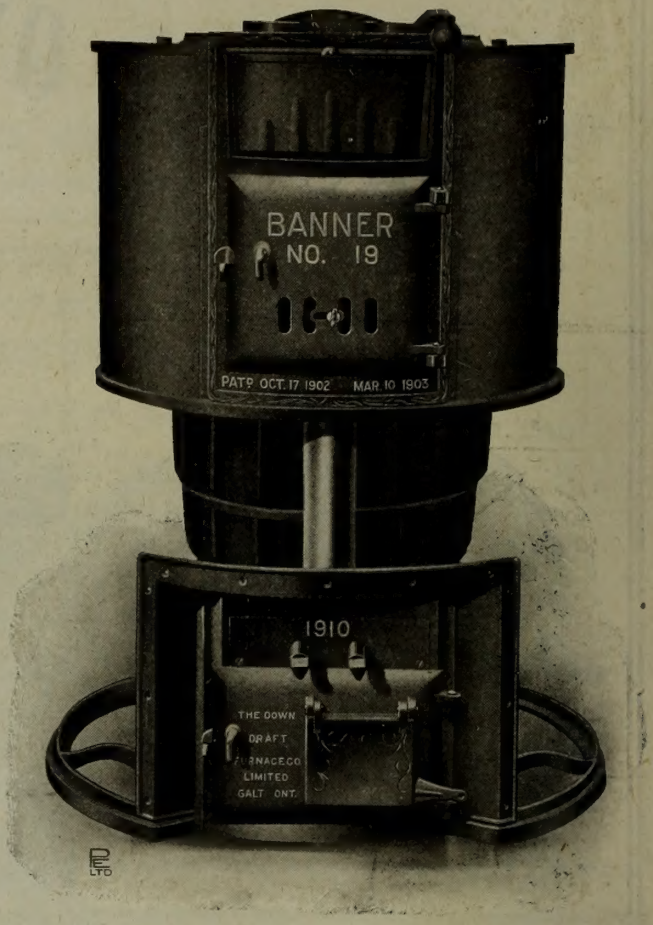
We are Headquarters for Disston Tools and Files.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

Banner Furnaces

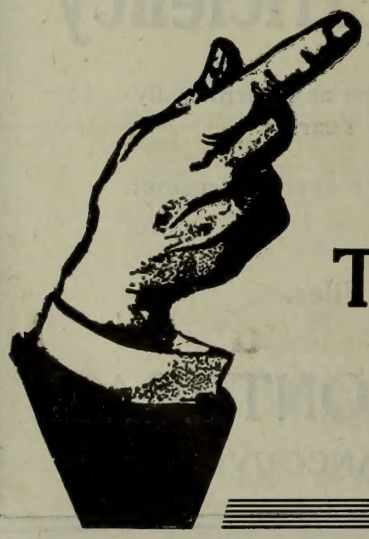
Are Reliable and Very Profitable



This is a furnace without a weak part—a furnace that is the result of the greatest care taken in the construction of every part, a furnace that saves the user money by giving an exceptionally long and satisfactory service.

The construction: The **Grate Bars** are triangular in form, and it is acknowledged that this is the best grate for furnace use. Being triangular in form, it has three sides—which can be exposed to the fire, and this will naturally give much better service than any grate with only one side to the fire. The No. 16 has one shaker bar only, whereas all the other sizes have two shaker bars.

The **Fire Pot** is made in two sections, with a cup joint which minimizes the danger of cracking in the centre. It is flanged or ribbed on the outside to add strength and additional radiating surface.



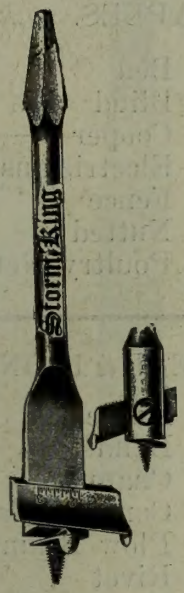
The **Cast Iron** Dome is made exceptionally heavy and fits the Fire Pot with a cup joint. It will last longer and will produce a greater volume of heat and also distribute and maintain a more even temperature than any other construction.

Write us for full particulars to-day.

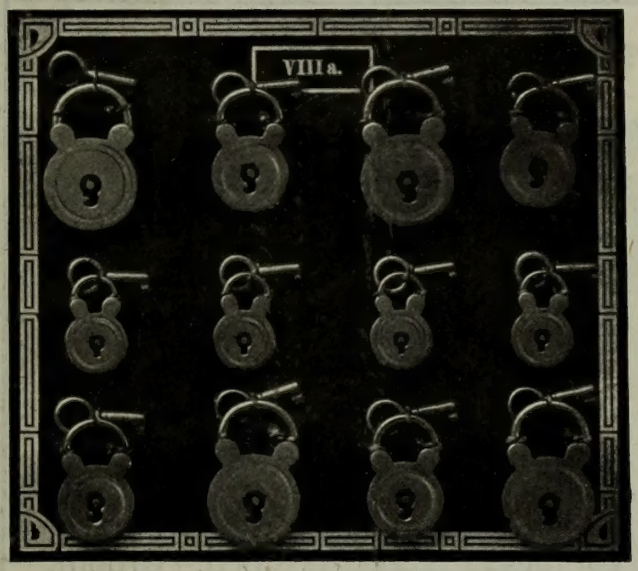
The Galt Stove & Furnace Co.
Limited
Galt - Ontario

Get Our Quotations on These Lines

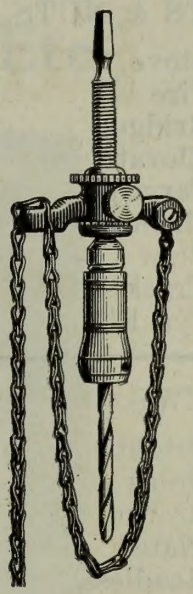
These are Stock Goods



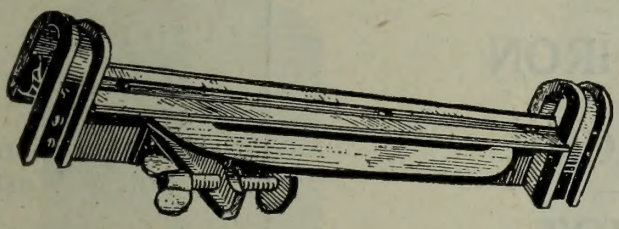
Expansive Bits
Large and Small.



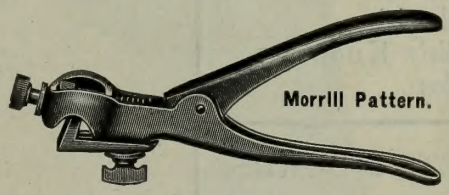
Brass and Nickel Plated Dog Collar Locks.
Assorted sizes on one dozen card.



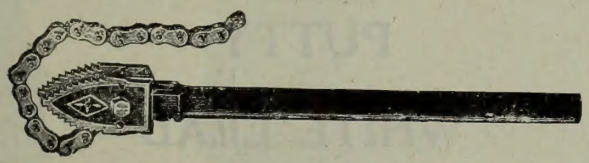
Automatic Feed
Drilling Attachments.



No. 711—Saw Clamps, forged steel.

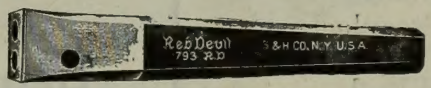


No. 482—Saw Set.



Chain Pipe Tongs—best warranted.

Flexible and all hard Hack Saw Blades,
hand and power, all sizes.



Best Drop Forged Steel Rivet Set,
all sizes.

Smith Hardware Co., Limited

Montreal

THE STEEL COMPANY OF CANADA, Limited

HAMILTON, ONTARIO

BOLTS & NUTS.

Stove
Tire
Bridge
Elevator
Carriage
Machine
Plow
Track
Eye, Etc.

SCREWS.

Bright
Brass
Bronze
Plated
Headless
Drive
Felloe
Dowel
Machine
Side Knob
Cap.

RIVETS & BURRS.

Belt
Boiler
Bridge
Chisel Point
Tinned
Hame
Coppered
Cone Head
Flat "
Round "
Steeple Head
Wagon Box
Wheel.

BRIGHT WIRE GOODS.

WIRE NAILS

Our nails are of even gauge throughout, have sharp points and heads that do not fly off.

WIRE

Bright, Annealed, Oiled and Annealed, Bale Ties, Brass, Spring, Bolt, Rivet, Coppered, Stove Pipe, Welding, Copper, Galvanized, Clothes Line, Tinned, Broom, Whisk, Mattress, Tagging, Bookbinders'.

PIG IRON

TACKS

SHOT

PUTTY

WHITE LEAD

HORSE SHOES

and

HORSE SHOE NAILS

FENCING and GATES

STAPLES.

Bed
Blind
Cooper
Electricians'
Fence
Nutted
Poultry Netting

STEEL & IRON.

Angle
Band
Channel
Concrete Bars.
Plow Beams.
Rivet
Tire.

LEAD PIPE.

In Coils,
Aqueduct
Composition
Soil & Waste.

WROUGHT PIPE.

Black
Galvanized
Standard
Extra Heavy
Conduit
Signal.

SPIKES

POLE LINE MATERIAL.

WIRE HOOPS.

—SALES OFFICES—

Hamilton **Montreal** **Toronto** **Winnipeg**
Vancouver, B.C. **Victoria, B.C.** **St. John, N.B.** **Halifax, N. S.**

Highest Quality

Axes, Chisels, Hammers, Draw Knives, Adzes, Edge Tools, Etc.

OUR GUARANTEE

We guarantee to replace free of charge any tools that prove defective in materials or workmanship.

Write For Catalog

Allan Hills Edge Tool Co.

LIMITED

GALT, ONTARIO, CANADA

Be Prepared For The Big Fall Business That You Will Have In Trolley Hangers

The Hatch Trolley Hanger is a logical Hanger, it is easy to put up, runs smoothly and quietly, and the roller-bearings reduce friction to a minimum. The track is enclosed, making it rain-proof, rust-proof, and bird-proof. The Brackets are made of heavy gauge steel and fit the track snugly. The price is right and boosters for the Hatch are found everywhere.

The Hatch

Canada Steel Goods Co., Limited

HAMILTON, ONTARIO

Crescent Brand *Makers of the Reliable Crescent Brand Butts and Hinges*

Mr. Hardware Dealer: H. Boker & Co.'s "Tree" Brand Cutlery

Allows you to make a good clean profit, and at the same time gives your customers the most satisfaction. Quality and workmanship guaranteed.

Specify Boker's Tree Brand Cutlery on your next order.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

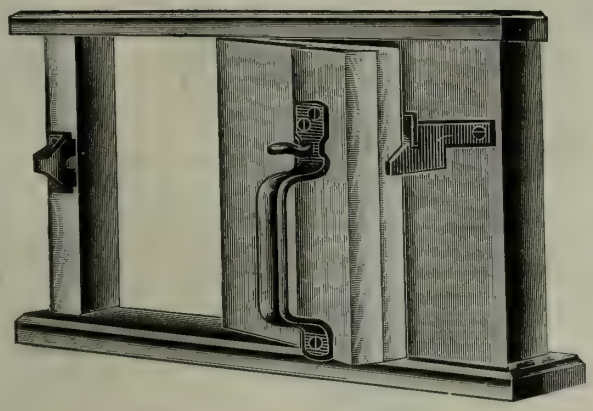
SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than $100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.



Door Open

Our Idea of Perfection

No. 29 All-Steel Latch for Barn Doors

This is the one perfect barn door latch for swinging doors. Besides its superiority in construction and materials, which, as a member of the "National" Line, is understood, the No. 29 All-Steel Latch eliminates a serious evil common to other barn door latches.

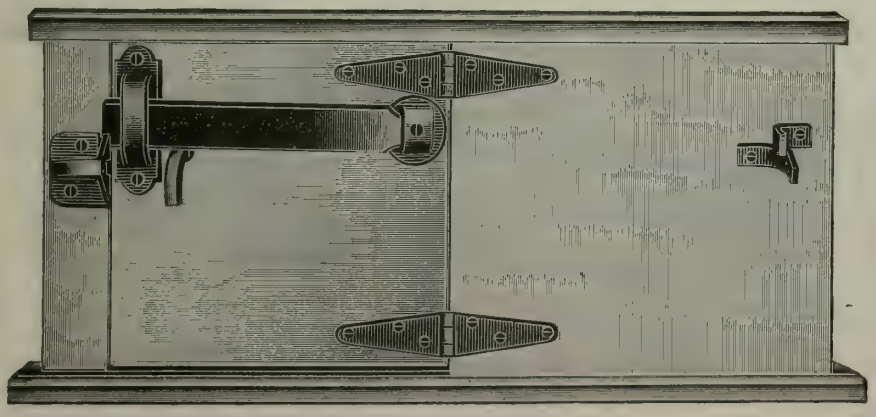
When a horse passes through a door on which one of these latches is placed, the dangling harness cannot catch, because there is but a ⅜-inch projection of the bar, and because the strike is protected with a guard.

Each latch is supplied with a catch to hold the door open. The whole heavily japanned, packed one dozen in a box with screws. Six dozen in a case.

Order a case now—or get our catalog first.

NATIONAL MFG. CO.

STERLING **ILLINOIS**



Door Closed

ELEY

CARTRIDGES

ALWAYS RELIABLE

LETHAL BULLETS

for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.

Sold by all Jobbers throughout the Dominion.

Wholesale only:

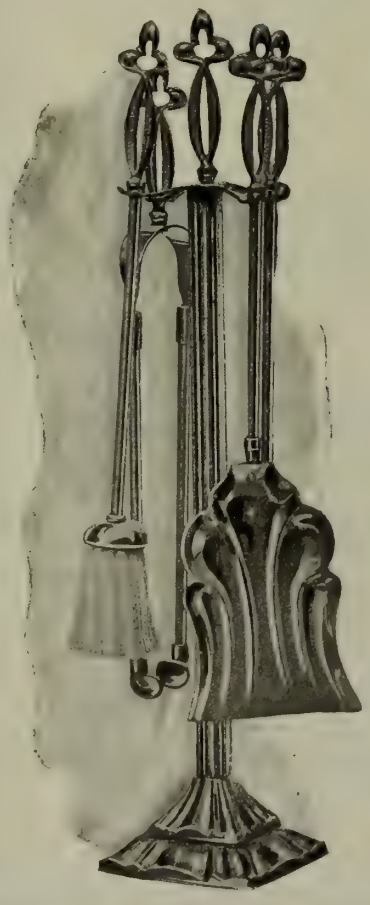
ELEY BROS. (Canada), Limited, North Transcona, Man.

Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley $\frac{5}{8}$-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



Catalogue Now Ready

If copy has not been mailed you, write for one.

CHADWICK BRASS CO. TRADE MARK HAMILTON

Brass House Furnishings

FIRE SETS — DOGS — FENDERS

Cuspidors,
Jardinieres, Ferneries,
Umbrella Stands, Candlesticks,
Tea Kettles, Hotel Supplies,
Trays, Smoking Sets,
Bath Room Fittings.

The Chadwick Brass Company, Limited

HAMILTON, CANADA

GLUE IN PACKAGES

THAT MEANS

BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering To Your Own and Your Customer's Interests.

In ¼, ½ and 1 lb. Packages at Your Jobber.

Canada Glue Co., Limited, Brantford, Ont.

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kind of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK

TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

BISSELL'S

Fall Fair Offer

Late summer and early autumn ushers in the usual season of Local, State and County Fairs.

Our "Fall Fair Offer," in force from August first to September first contains advertising features especially appropriate for this time—handsome decorative shades for electric lights, beautiful lithographed book-marks, etc.

The Bissell Sweeper is as staple as the wheat of the harvest—it is sold at a uniform price which produces a fair profit for every dealer, and in its all around utility offers a service, now fully recognized by the public, that is absolutely distinctive; it is not approached by any other cleaning apparatus in meeting the daily and hourly necessities of the home.

A copy of "Bissell's Fall Fair Offer" Announcement will be gladly mailed on request.

Bissell Carpet Sweeper Company

Grand Rapids, Mich.

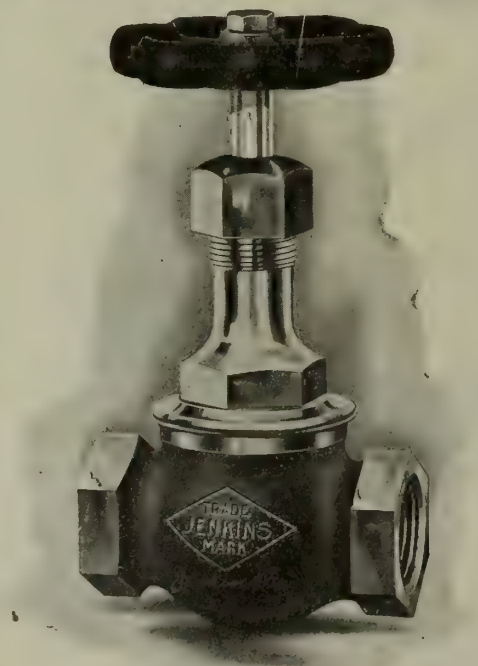
(Largest Exclusive Carpet Sweeper Manufacturers in the World.)

Branches—NEW YORK CITY, Salesroom and Export Department 25 Warren Street.
NIAGARA FALLS, ONT., Factory
PARIS, FRANCE
LONDON, ENGLAND, Agency

RELIABILITY

TRADE JENKINS MARK

Jenkins Bros.



BRASS GLOBE VALVE SCREWED. Fig. 106

JENKINS BROS.' VALVES

are unquestionably the most reliable valves on the market, and will give perfect service under exacting conditions. In design and workmanship they stand unrivalled. Only the highest grade of Steam Metal is used in their manufacture and the metal is evenly distributed, thereby affording great strength to all parts.

GENUINE JENKINS DISCS are used in these valves and ensure satisfactory service under all conditions. Do not be side-tracked by accepting substitutes. Our Trade Mark, as shown above, is stamped on all Genuine valves for your protection.

Stocked by Most Dealers.

Catalog sent free upon request.

103 ST. REMI STREET **JENKINS BROS., Limited,** MONTREAL

A Pattern with a Record as Well as a Future!!

Last year we brought out the **Verona** flatware, a design at that time advanced in character. We embodied the rich simplicity of the Hepplethwaite features with what has proven a remarkably practical combination of weight, balance and finish.

We offer it to your trade on its intrinsic merit—the greatest seller the ★ **Rogers & Bro. A-1** line has ever produced.

Made in a complete line of staples and fancy pieces and Hollow-handle goods in bright or grey finish.

Standard Silver Co. of Toronto, Limited

North Madison Avenue

High Grade Clothes Wringers

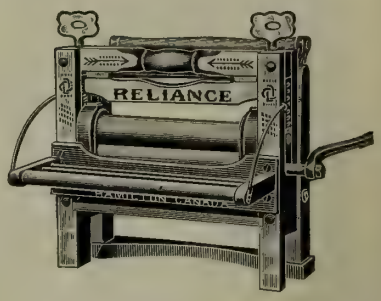
ARROW BRAND

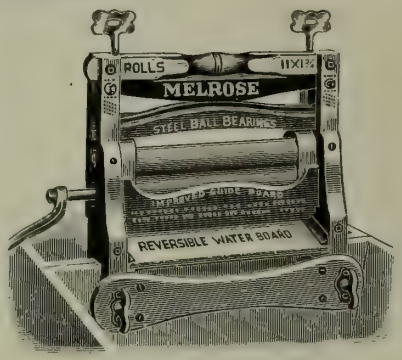
MADE TO WRING DRY

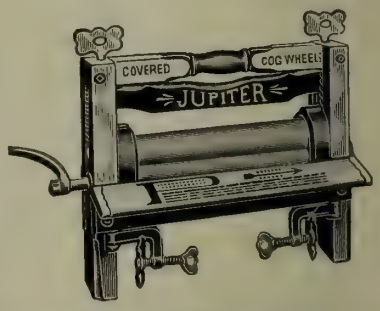
Fitted with Live Rubber Rolls, Durable and Highly Elastic.

We make wringers in many designs and various grades to suit the requirements of Private Families, Hotels, Hospitals, Clothing Manufacturers and Public Institutions. Manufacture them in every detail under our own roof, from the best raw materials, and every casting, bolt or screw in them are and have for many years been Electro-Galvanized to prevent rust.

Anti-Chemical Rolls are not Affected by Acids or Washing Compounds



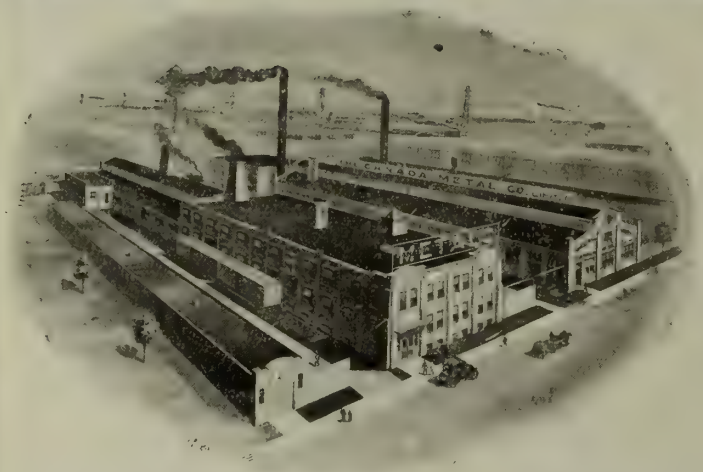




Made at Hamilton, Canada, by the Largest Manufacturers of Clothes Wringers in the British Empire

CUMMER-DOWSWELL, Limited

AGENTS:
W. L. Haldimand & Son, Montreal
H. F. Moulden & Son, Winnipeg



Service and Reputation

FOR

HIGHEST QUALITY

have made us the largest

EXCLUSIVE METAL DEALERS

in the

DOMINION OF CANADA

We carry in stock **ALL INGOT METALS**

Write for prices. You will find them interesting

WE MANUFACTURE; Babbitt Metals, Solder, Leadpipe, Traps, Bends, Battery Zincs, &c.

The CANADA METAL CO., Limited

Head Office and Factory: TORONTO **Branch Factories: MONTREAL, WINNIPEG**

THE ORMSBY SWARTWOUT VENTILATOR

Combining the best ideas, the best workmanship, and the best materials that can be put into a ventilator, it is of the greatest efficiency in the removal of air.

It handles fifty per cent. more air than any stationary ventilator.

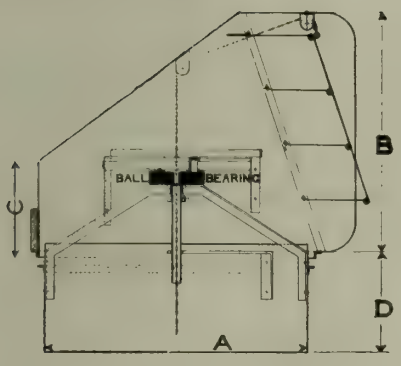
It requires no attention, is noiseless in operation, costs nothing for maintenance.

It is of the same diameter as the opening in the roof.

The current of air makes but one right-angle turn, and that of large radius.

It is suspended on Ball-Bearings and changes direction with every slight variation of wind.

Even the most gentle breeze blowing past the ventilator induces a flow of air from below, regardless of the temperature within the building.



In calm or wind the full area of opening is always effective. The wind can never blow into the ventilator.

The air current cannot be deflected downward, and there are no eddies.

The louvres or dampers are in the vertical side away from the air shaft. They can be closed without in any way obstructing the light if a glass top is used.

Dust collecting on the dampers is not blown into the building when the dampers are closed.

It is made of rust-resisting sheet metal, the most durable which can be obtained.

THE A. B. ORMSBY CO., Limited

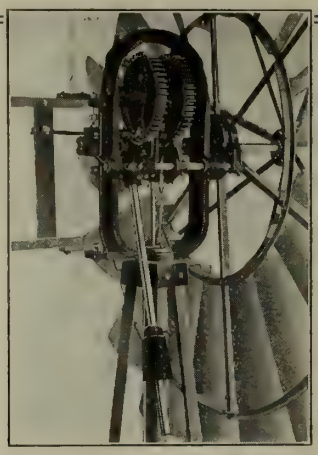
Associated with THE METAL SHINGLE & SIDING CO., Limited

ADDRESS NEAREST BRANCH

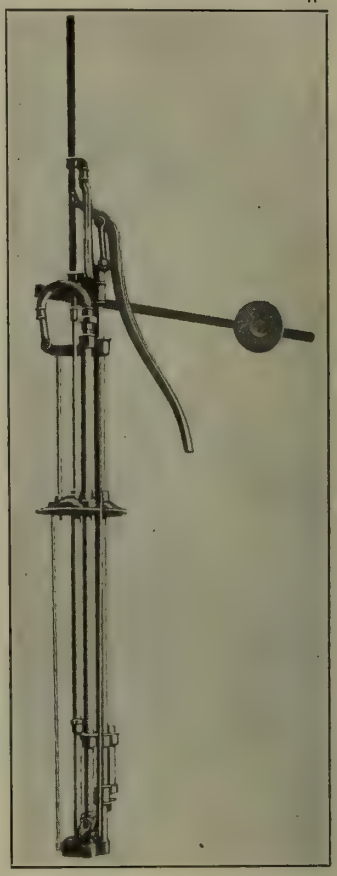
MONTREAL	TORONTO	PRESTON	WINNIPEG	SASKATOON	CALGARY	EDMONTON
Quebec	Ontario	Ontario	Manitoba	Saskatchewan	Alberta	Alberta

Head Office: TORONTO, ONTARIO

Assurance of Satisfaction



Good Margin For Profit



Our Windmills and Pumps

are manufactured in a plant equipped with machinery for high quality production. We rely on every windmill or pump which we place on the market not only to sell itself, but to bring us more business by giving a highly satisfactory service.

Our agency proposition will net you a big profit. Write for it to-day.

Catalog on request.

Dominion Well Supply Co., Ltd.

Cargill, Ontario

WHY NOT CARRY

NICHOLSON-MADE

FILES?

THE service of a file depends on delicately adjusted conditions. The slightest change in a "run" of ordinary steel can greatly reduce the efficiency of a file made from that steel.

When you carry "Nicholson-made" Files or Rasps, you benefit by the buying power of an organization whose customers consume over 1,000,000 files a week. This production allows the use of a private steel, of special formula for file use, in the case of "Nicholson-made" Files.

Each file you sell on your shelves is made from this private steel of unchanging quality—if the File is "Nicholson-made" in one of the following brands:

AMERICAN ARCADE
GLOBE GREAT WESTERN
KEARNEY & FOOT

and you **know** in advance that the particular single file you sell a customer will "make good."

But to make assurance doubly sure and certain, each "Nicholson-made" File (or Rasp) is subject to 10 separate inspections during making, is cut on private machines, heat-treated and hardened by private processes, and hand tested on every cutting side.

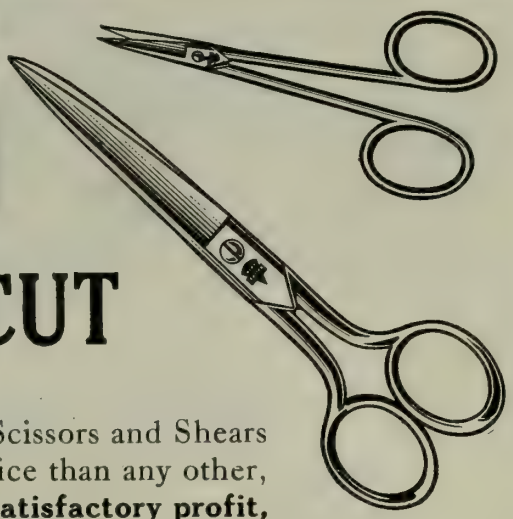
Each file on your shelf is a "standard" of efficiency. "Nicholson-made" Files, obtainable from all jobbers, give sure and certain service, without extra cost to you or your customer. Carry them.

NICHOLSON

File Company 39

Port Hope, Canada

E. C. SIMMONS
KEEN KUTTER
TRADE MARK REG. CUTLERY AND TOOLS U. S. PAT. OFF.



CLEAN CUT

If you want to sell your customers Scissors and Shears that will give longer and better service than any other, and at the same time make **a most satisfactory profit,** you should add to your stock a complete line of

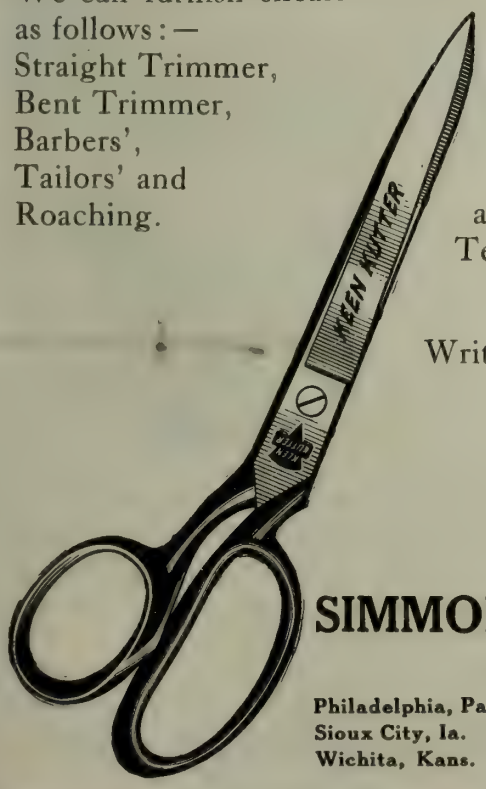
KEEN KUTTER

Scissors and Shears

They have edges that cut sure and easy, and the edges maintain their cut. The thumb and finger holes are shaped for easy work.

Each pair is guaranteed by us, and you in turn can guarantee money back to your customers if not satisfactory.

We can furnish shears as follows:—
Straight Trimmer,
Bent Trimmer,
Barbers',
Tailors' and
Roaching.



The profit is so generous they are worth any dealers's attention. Terms and prices are very inviting.

Write for them without delay.

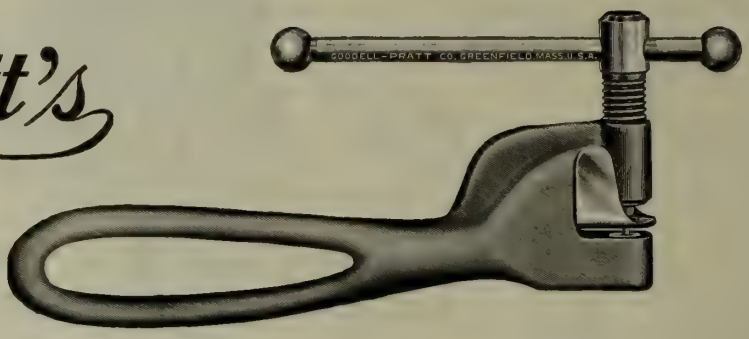
Scissors:—
Ladies' or Regular
Embroidery or Lace
Pocket,
Button Hole,
Nail,
Manicure,
Floral and
Grape.

SIMMONS HARDWARE CO.

Manufacturers and Distributors

Philadelphia, Pa. **St. Louis, Mo.** **New York City**
Sioux City, Ia. **Toledo, Ohio**
Wichita, Kans. **U. S. A.** **Minneapolis, Minn.**

Goodell-Pratt's



New Hand Punches

This attractive little Hand Punch has a Malleable Iron Frame, Special Tool Steel Punches and Dies and a Steel Stripper so placed that work in excess of the capacity of the Punch cannot readily be inserted. The Frame is finished in white nickel, all steel parts are polished. Made in four sizes, viz.—No. 284—1-16; No. 285—3-32; No. 286—1-8; No. 287—5-32.

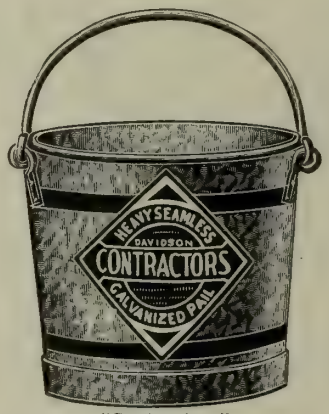
Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

Davidson's Extra Quality, Strong Galvanized Iron Pails

Attractively Decorated with Bands of Bright Red Japan and Neatly Labeled



"Contractors"

No. 116, capacity 16 Imp. quarts. Seamless body, with heavily wired top edge, and fitted with iron rim to protect bottom.

Minto.

No. 14, capacity 13 Imp. quarts. Strong and durable, and fitted with heavy pressed Hercules bottom.

"Alberta"

Capacity 12 Imp. quarts. Flaring pattern, heavy material, reinforced ears, extra wide across top.

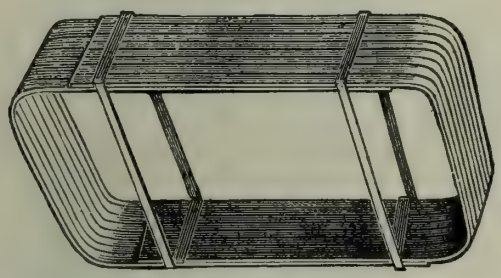
These pails are galvanized after being formed, which adds considerable to their strength and wearing qualities. They are in great demand for use by contractors, railways, roofers, cement workers, corporations and the mounted military camps.

Write For Prices

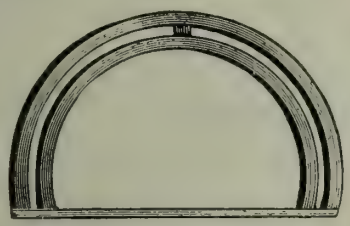
THE THOS. DAVIDSON MFG. CO. Limited, Montreal, Winnipeg, Toronto

High Grade

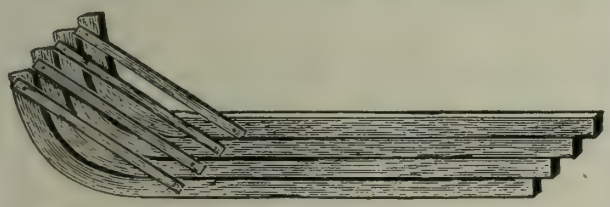
Carriage, Wagon Automobile, Cutter & Sleigh Woodwork



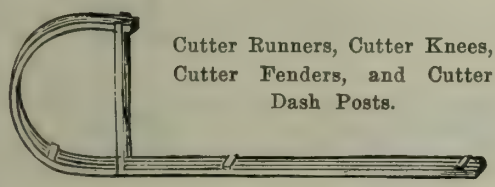
Buggy Bows, Automobile Bows, Express Bows.



Buggy Rims, Wagon Rims, Automobile Rims, Agricultural Rims, all sizes and heights.



Sleigh Runners—All Bends.

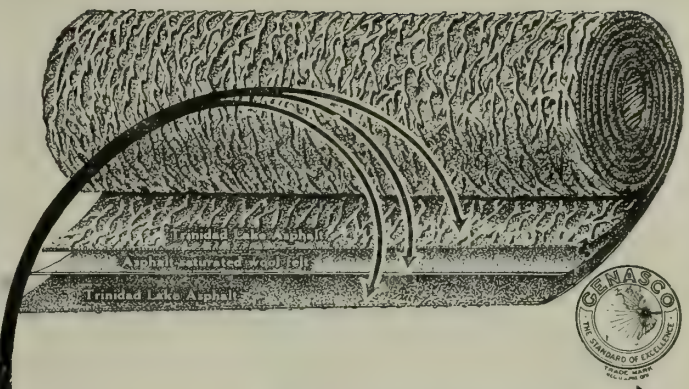


Cutter Runners, Cutter Knees, Cutter Fenders, and Cutter Dash Posts.

Our bent goods are not excelled in Canada, so demand the "Merritt" make from your jobber. If they do not have them order direct from the factory.

Merritt & Company

CHATHAM, ONT.



Tell your customers why Trinidad Lake Asphalt makes roofing last

¶ Sell the roofing you *can* talk about. Let your customers know the real facts. Sell them roofing you're not afraid to tell what it's made of.

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

gives you the right enthusiasm for making sales.

It is made of genuine natural asphalt from Trinidad Lake, and is full of the natural oils that do not dry out like the oils of artificial "asphalts." This gives life to Genasco, and is the secret of its lasting power.

Such reasons as these make an impression—and sales.

And Genasco in actual use heightens the good impression on customers and creates lasting satisfaction.

Order from your jobber. Write us for samples and further information.

THE BARBER ASPHALT PAVING COMPANY

Largest producers in the world of asphalt and ready roofing.

PHILADELPHIA

New York — San Francisco — Chicago

Canadian Distributors:

The Canadian Asphalt Co., Ltd., Winnipeg, Man.
D. H. Howden & Co., Ltd., 200 York St., London, Ont.
Lewis Bros., Ltd., Montreal. Branches: Ottawa and Toronto.
Evans, Coleman & Evans, Ltd., Victoria, B.C.

Trinidad Asphalt Lake

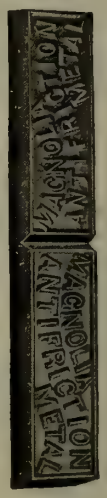
From

Punta Arenas to Ketchikan

You Can Find

Magnolia Metal

TRADE MARK



Apsley Rubber Co.,
Hudson, Mass., Sept. 30th, 1911.

Gentlemen:—

In reply to your letter dated Sept. 18th, I have to state that my experiences with MAGNOLIA METAL in the past, when I was Chief Engineer, at sea, is wholly in its favor, and I shall at all times advocate its use. On the "S.S." Hesione, of Liverpool, I had to get a crank pin brass re-metalled at Buenos Ayres, 18 in. x 18 in., and when I left the ship three years later, it was in excellent condition, the wear extremely small, and the running conditions most satisfactory. This also applies to a guide shoe re-metalled at the same time, in addition to many other places where I have had experience of its qualities.

Yours faithfully,
F. W. WADBROOK,
Chief Engineer.

Sold by leading dealers everywhere or

Magnolia Metal Company

Office and Factory: 225 St. Ambroise Street, Montreal

REGISTERED

HRS&Co
TRADE MARK

Order Early For Fall Shipment

We can supply everything in

HARDWARE and METALS

F.O.B. Prices quoted to any point in Canada

Henry Rogers, Sons & Co., Limited

(ESTABLISHED OVER A CENTURY)

WOLVERHAMPTON & SHEFFIELD

Canadian Branch:

6 St. Sacrament St. - - Montreal

Order Your Chopping Axes Now

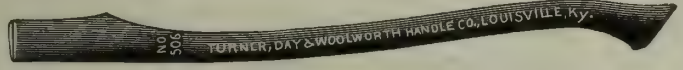
THE steel in our axes is thoroughly worked, making them very tough. They stand hard usage.

Our "Black Prince" Western pattern, is one of the popular lines that has stood the test of years. With straight eyes and proper temper. We have all weights, from 3 to 4½ lb.

KELLY'S STANDARD No. 50 Michigan pattern is another well known brand, well shaped, high quality. Weights from 3 to 4½ lbs.

"GENEVA," Full Polished, Flint Edge, Michigan pattern, etched. Good value for the price we ask for them.

Other good lines shown in our catalogue



TURNER, DAY & WOOLWORTH'S HANDLES all carefully selected for grain of wood and well seasoned. All qualities in stock.

Caverhill, Learmont & Co.
Montreal

How is your stock of "Ambroid"—that sticks everything?

FALL GOODS

McClary's stock of goods to fill the demand which comes to you with the Fall is complete.

Workmanship and finish is of the high order which characterizes the output of the McClary factories.

Send your order in early for COAL HODS, FIRE SHOVELS, STOVE PIPE, ELBOWS, STOVE BOARDS, ETC.

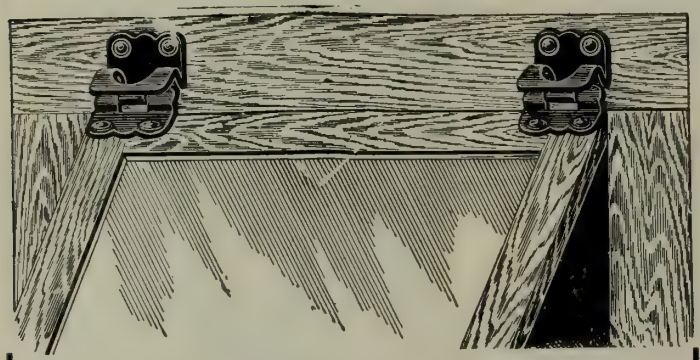
Get in touch with our nearest branch at once.

London Toronto Montreal St. John, N.B. Hamilton **McClary's** **Calgary Winnipeg Vancouver Saskatoon Edmonton**

Watrous

Safety Storm Sash Hanger No. 18

Japanned Galvanized Solid Brass



Does "Safety" appeal to you? Safety from careless people—safety from the elements. Can't blow off. Get on the safe side of your trade by insisting that your jobber furnish you with WATROUS HANGERS.

A Silent Salesman sent on request.

WATROUS MFG. COMPANY
DES MOINES, IOWA
A. MacFarlane & Co., Montreal, Canadian Representatives

Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit

This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

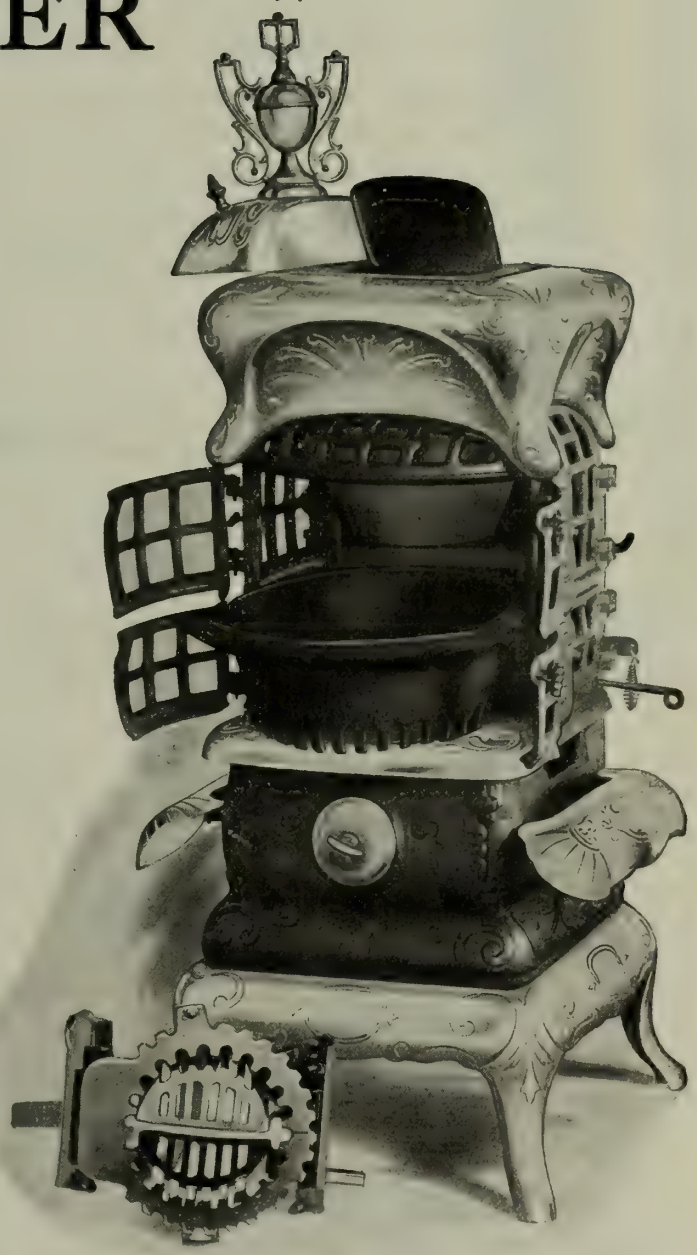
Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.
LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

THE "Gladona" BASE BURNER



This new production of the McClary foundry is one of the handsomest heaters on the market, and as you know, appearance goes a long way in selling a base burner. The purchaser will find it a case of "Handsome Is" and "Handsome Does" because the "Gladona" is a **house heater,** not merely a room heater.

The firepot is removable—Grates easy of access—standard two-flue construction—latest duplex grates—automatic magazine cover which opens the inside lid—heavy nickel trimmings of handsome design. All these are selling points; material and workmanship are up to the McClary standard. These facts, coupled with the moderate price of the Gladona, ensure a ready sale and a satisfied customer.

McClary's

LONDON TORONTO MONTREAL
HAMILTON CALGARY WINNIPEG
VANCOUVER SASKATOON EDMONTON
ST. JOHN, N.B.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholsale and Retail Hardware Merchants.

MADE IN CANADA

The Thos. Pink Co., Limited

Manufacturers of
LUMBER TOOLS

PEMBROKE - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

LION

TRADE

MARK

BRAND

CORDAGE, LATHYARN, CLOTHES LINES, TARRED GOODS, MARLINE, PACKINGS, Etc.

BINDER TWINE

of Every Description

MANILA, SISAL, ITALIAN, RUSSIAN, JUTE.

The Brand That Has Satisfactorily Stood The Test Of Years

We are now manufacturing our supply for fall trade. It would be well for you to book your order early to insure prompt shipment.

EVERYTHING IN CORDAGE

Consumers Cordage Co., Limited

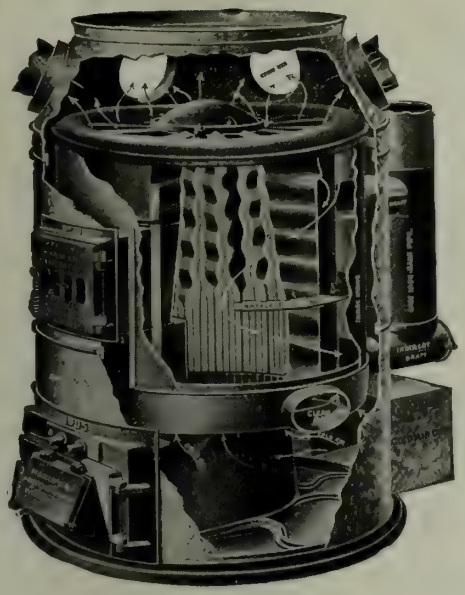
HALIFAX and MONTREAL

Factories: Montreal, Que., and Dartmouth, N.S.
Branches: Toronto, Ont., and St. John, N.B.

Agencies:

F. H. Andrews & Sons, Quebec.
MacGowan & Co., Vancouver.
Tees & Persse, Limited.
Winnipeg, Moose Jaw, Saskatoon, Regina, Calgary, Edmonton.

The "KELSEY" WARM AIR GENERATOR



Its Construction is Entirely Different from that of the Ordinary Furnace — It Means an Immense Saving of Fuel

Every progressive dealer should be prepared to supply the "Kelsey" when they have a call for a strictly high-grade furnace.

It is a positive assurance of satisfaction because it has **three times the weight and heating surfaces** than other furnaces, and imparts the heat to the air in the most scientific way.

The fire pot and combustion chamber are formed of **ZIG-ZAG TUBES.** These tubes are heated on all sides by conduction, radiation and by burning gases, being in contact with and overhanging the fire.

The corrugations being on the inside of sections, cause the air to be slaggered or deflected from a straight course, bringing all air particles into contact with the heated surfaces and thoroughly mixed.

It will be to your interest to get full particulars on the "KELSEY"—it will bring you an extra large profit.

One of the Zig-Zag Tubes

The JAMES SMART Mfg. Co.
LIMITED
Brockville **Ontario**

TRADE G MARK

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it thathe must spend money — lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

The Seed Drill and The Reaper

¶ It is an amusing, and at the same time significant fact, that men who criticize and condemn advertising the hardest are the men who advertise the least.

¶ And the most violent critic of the lot is the man who doesn't advertise at all.

¶ These men put up strange arguments against advertising sometimes, and one of their pet diversions is to compare advertising with Personal Salesmanship.

¶ To compare Advertising with Personal Salesmanship is to compare the Seed Drill with the Reaper.

¶ They are separate and distinct. Each performs different functions, yet each is necessary for the common good.

¶ They work together, in the same field, for the same man, to the same end.

¶ Advertising is the Seed Drill of Modern Commerce.

¶ It plants the Seed of Good Will in the minds of prospective customers. The seed grows to interest, and interest turns gradually into a desire to possess. The harvest ripens and is garnered in by the ever-ready salesman.

¶ The Salesman is the Reaper of Modern Commerce.

¶ He reaps where advertising has sown.

¶ Advertising performs the missionary, the educational and the preliminary work—The Salesman comes along and with minimum exertion carries away the order, and, frequently, all the glory of securing it.

¶ He reaps most who sows the best, and a just man will not forget the seed drill when the reaper is at work.

Wrico —The Name of Quality

Do you realize that the general tendency of the buying public today, is to purchase goods on the basis of quality rather than that of cheapness? People are awake to the fact that clean goods are expensive, and quality goods are economical. Goods of the lasting Wrico class are selected every time in preference to cheap and temporary wares.

Wrico Galvanized Foot Baths. Striped with two broad blue bands. Well coated and absolutely impervious to rust. Handles firmly riveted on. Length 19 inches, Packed as required.

E. T. WRIGHT CO., Limited, - HAMILTON, CANADA

WINNIPEG VANCOUVER TORONTO

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

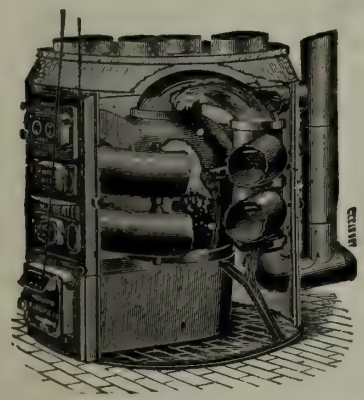
We also manufacture **NIPPLES** in all sizes—black or galvanized.

Works: Lachine Canal

IT'S QUALITY AND ADVANTAGES THAT MAKE

CANADIAN HOWARD DOUBLE RADIATOR FURNACES

THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.

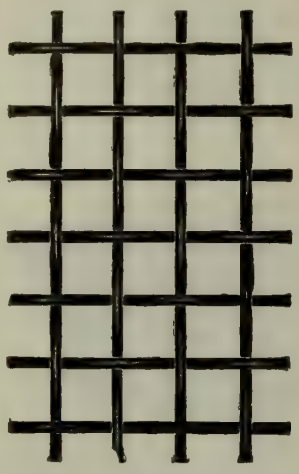
We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.

Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

We also manufacture Summit Low Down Furnaces

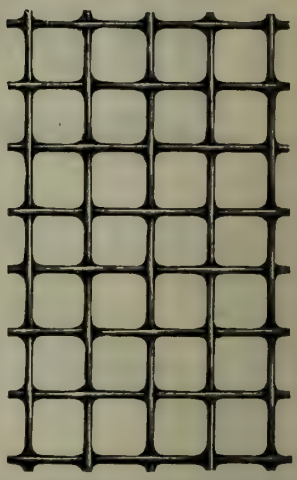
The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.

WIRE CLOTH



Sand Screen Cloth
Fanning Mill Cloth
Regalvanized Wire Cloth

Every description of
Wire Cloth and Wire Work.



WIRE ROPE **WIRE ROPE FITTINGS**

MANUFACTURED BY

The B. Greening Wire Co., Limited

Hamilton, Ont. **Montreal, Que.**

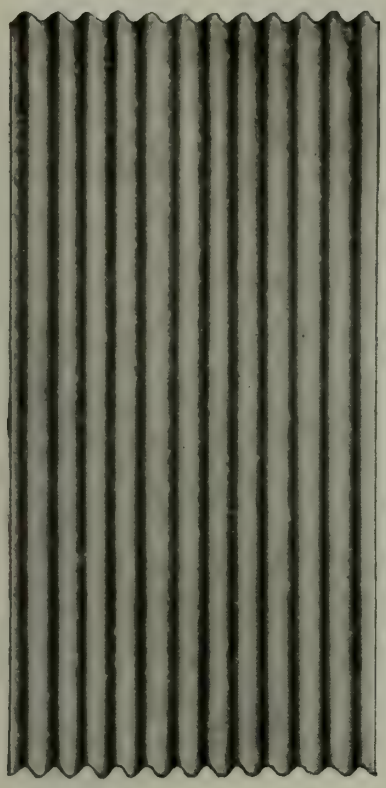
Dealers and Jobbers should place orders which will keep their stocks complete to supply the great demand for Simonds Crescent Ground Cross-Cut Saws. Write us about the quantity you can use. Give specifications and shipping date when delivery would be desired. If you take this matter up now, it will be the surest way of protecting your sale of Simonds Crescent Ground Cross-Cut Saws. FACTORY IN MONTREAL.

SIMONDS

CANADA

SAW CO., Limited

Montreal **St. John** **Vancouver**



There is a Difference in Corrugated Iron

And that difference determines the value and service your customers get out of the corrugated iron they buy. If you wish to get the reputation of handling the best grade of corrugated iron that can be bought it will be to your advantage to communicate with us and learn just why

"Metallic" Corrugated Iron

is better—why it is stronger—why it will last longer—and why it is very important to your customers that they buy only the best grade. "Metallic" is the only corrugated iron on the market that actually has deep corrugations. We manufacture our corrugated iron from sheets of especially made metal that holds its shape, and the corrugations remain straight and true indefinitely. Ask us to send you complete information about our corrugated iron. It has an excellent reputation among the most discriminating buyers in Canada. Metal experts—men who know—specify "Metallic" when ordering corrugated iron. We can supply you with either galvanized or painted sheets, straight or curved.

The Metallic Roofing Co., Limited

MANUFACTURERS

TORONTO and WINNIPEG

Leonora Pattern, one-half actual size

McGLASHAN, CLARKE CO., LIMITED
Niagara Falls, Canada

AGENTS: J. MacKay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Beni. Rogers, Charlottetown, Prince Edward Island.

High Grade Cutlery Electro-Plate and Solid Nickel-Silver Flatware

SILVER OR GILT BOWL

These Spoons are made of the best quality of materials, by skilled workmen. Our guarantee backs up our goods, and our goods make good our guarantee.

Your Jobber has them. Ask him

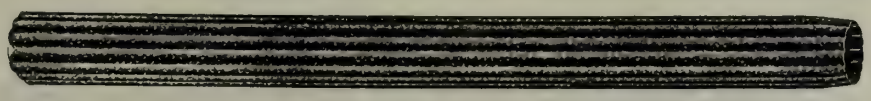
DO IT NOW!

Send us your order for Eavetrough, Conductor Pipe, Elbows, Valleys, Ridge Roll, Skylights, Ventilators and

Corrugated Iron

We ship while others are thinking about it

WHEELER & BAIN, Toronto, Ont.



YOU could charge yourself a good round sum per hour, for the time you will spend in reading Hardware and Metal's Annual Fall Number, and still come out many dollars to the good.

For in that big number—probably the finest in every respect, that we have ever issued—you will find dozens of merchandising ideas, any one of which, if adopted, will put you in the way of increased profits.

Make up your mind that you will study this number, and apply to your own business those tried and proven plans it advocates, which may be adapted to your particular locality.

Every subscriber within one night's railway run of Toronto, will receive his copy of this valuable number, on August 23.

Lay out your time now for the last week of August, so that you can give to Hardware and Metal's Annual Fall Number such careful attention as will enable your business to derive the greatest possible benefit from it.

This copy of postcard speaks for itself—

Philadelphia, March 14th, 1913.

Dear Sir: Have you experienced any difficulty in the matter of guarantee on Disston Saws, Tools and Files?

We are led to ask this question by reason of the fact that misrepresentation is being made to the effect that our goods are not warranted.

We say to you and say it emphatically that every article bearing the DISSTON BRAND is fully warranted in material and manufacture and if found defective in any manner will cheerfully be replaced free of charge, a guarantee which has been in effect for the past 73 years.

Your frank reply on the return postal herewith will be greatly appreciated.

Yours very truly
HENRY DISSTON & SONS
Keystone Saw, Tool, Steel & File Works
Philadelphia.

and so do these replies from Canada, which are typical of the many hundreds received—each mail bringing more and more—from the North, the South, the East and the West:—

From Richmond, Que.

Sold Disston's Saws for years. Always proved good. Carpenters here all ask for them.

Have had no complaint against your saws. Never had one returned.

From Lachine, Que.

In answer to yours of April 24th, re Guarantee, I beg to state that the Disston Saws and Files are the only ones sold in my store, and are guaranteed by the clerks and myself. Never had one returned yet.

From Blackfalds, Alta.

I have found any one wanting a good saw will ask for a Disston. They seem to think they are all right, and are satisfied with the guarantee. I have no trouble selling them to any one who is willing to pay the price for a good saw.

From Sudbury, Ont.

I have never yet had a Disston Saw returned as defective, and that's the kind of saws I want to sell.

From Burk's Falls, Ont.

Upon showing your goods to customer we just say they are "Henry Disston's" and the name alone sells the goods. We have no complaint from our customers.

From Berlin, Ont.

I have **not** experienced any difficulty in the matter of guarantee on Disston Saws. 18 years as a clerk, 14 years for myself, and never a **murmur.** No need to guarantee them, every one good.

From Bienfait, Sask.

No trouble here. The name "Disston" always does the trick.

From Renfrew, Ont.

In our business, extending over 46 years, this firm has never had a complaint of any kind on any article stamped "Disston."

From Campbellford, Ont.

We handle your File exclusively, also saws and tools, and find quality and finish of the very best. The name "Disston" is sufficient guarantee.

From Revelstoke, B.C.

We have always given an absolute guarantee with your goods and have never been questioned by anyone as to any of your line not being fully guaranteed. We are handling practically no other line of Files but yours, and have not had one comment derogatory to them.

Can there be any stronger endorsements than these regarding the quality and efficiency of time-tested goods?

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U.S.A.

Reg. U. S. Pat. Office

Estd. 1840

The Canadian Rogers Company, Limited

PAID UP CAPITAL $1,000,000.00

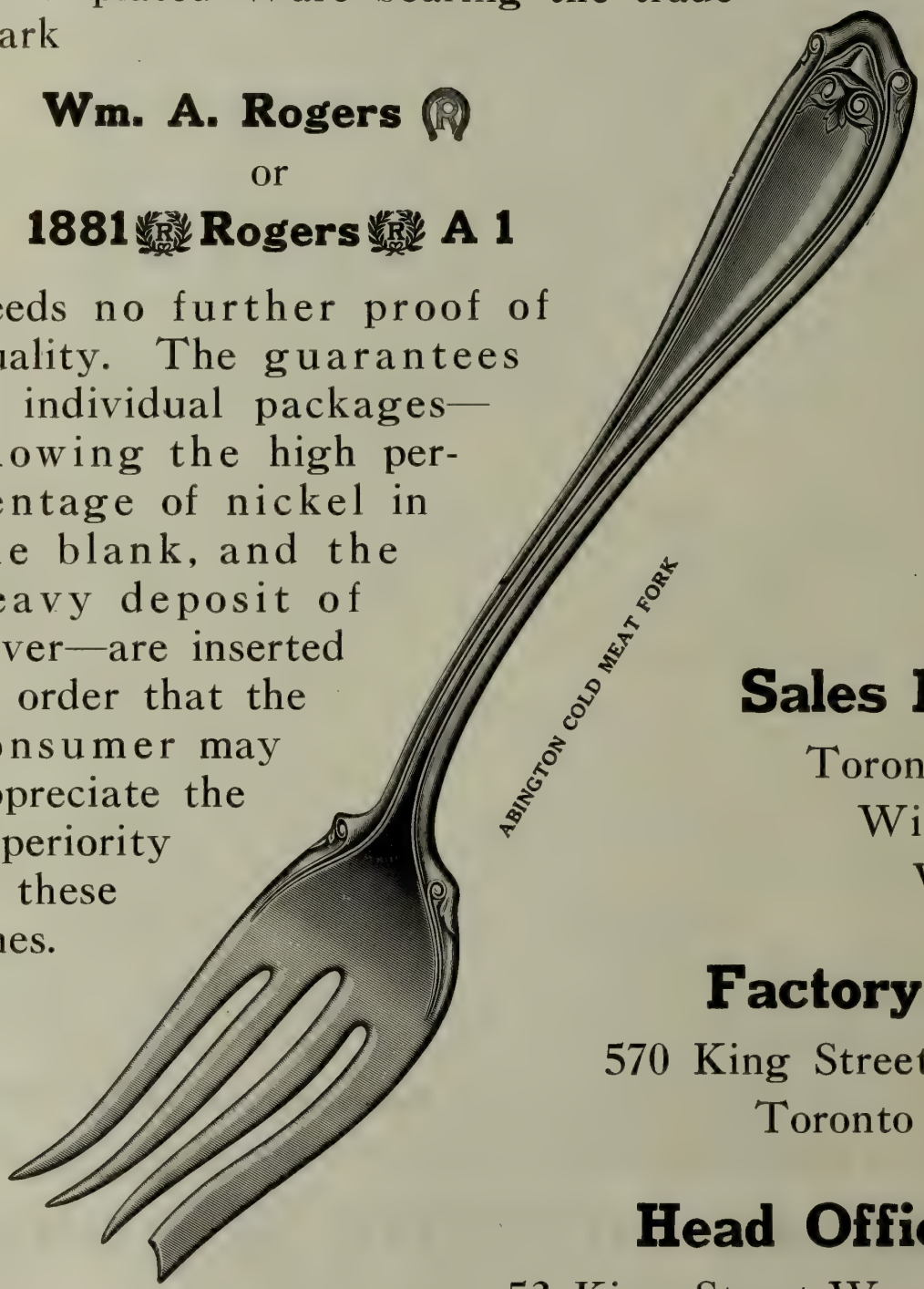
Silver-plated Ware bearing the trade mark

Wm. A. Rogers

or

1881 Rogers A 1

needs no further proof of quality. The guarantees in individual packages—showing the high percentage of nickel in the blank, and the heavy deposit of silver—are inserted in order that the consumer may appreciate the superiority of these lines.



Sales Rooms:

Toronto
Winnipeg
Vancouver

Factory:

570 King Street West
Toronto

Head Office:

53 King Street West, Toronto

HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

Vol. XXV. TORONTO, AUGUST 2, 1913. No. 31

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REGULAR FEATURES

Twenty Years Ago—Leaks in the Hardware Store—Catalogues and Booklets.

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* -:- H. T. HUNTER, *General Manager*

(ESTABLISHED 1888)

Cable address: Macpubco, Toronto; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

HARDWARE AND METAL

J. G. Lorriman, *Manager*
H. M. Reid, *Eastern manager*
Alex. Wales, *Advertising Representative*

T. B. Costain, *Editor*
Geo. D. Davis, *Associate Editor*
W. S. Farquharson, *Associate Editor, Montreal*

CHIEF OFFICES.

CANADA—Montreal, 701-702 Eastern Township Bank Building; Toronto, 143-149 University Ave., Telephone Main 7324; Winnipeg, 34 Royal Bank Building, Telephone Garry 2313; Vancouver, H. Hodgson, 2649 Third Avenue West.

GREAT BRITAIN—London, Eng., E. J. Dodd, European Manager, 88 Fleet St., E.C., Telephone Central 12960.

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FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.

SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, $2 a year; United States, $2.50 a year; Other Countries, $3 a year; Single Copies, 10 cents. Invariably in advance.

DOMINION AMMUNITION

The Sportsman's Choice

See that you stock our full line. You can push it with the assurance that it will make good customers for you.

CANADIAN MADE FOR CANADIAN SPORTSMEN.

Sena for window display matter.

Dominion Cartridge Co.
LIMITED
MONTREAL

CANADA

Every Inch of

"QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized. This means uniform wear.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

"DOMINION"

CHARCOAL TINPLATES

High grade genuine Charcoal Plates
Tissue Packed.

Specify "DOMINION CROWN" on your next order

A. C. LESLIE & CO., Limited
MONTREAL

HARDWARE AND METAL

Vol. XXV. AUGUST 2, 1913 No. 31

Setting an Advertising Record

R. H. Williams & Sons, Ltd., of Regina, Used Twenty Full Pages of One Issue to Advertise a Made-in-Canada Sale—Publicity Programme Was Carried Out On An Elaborate Scale—Sale Proved a Great Success—A Brief History of the Firm.

The following article tells of perhaps the most remarkable advertising effort ever made by a retail firm in Canada—or elsewhere. Aside from the fact that the publicity campaign was conducted on an unprecedented scale, the sale was a remarkable one from the fact that it was conducted to boost the sale of home-made goods. It was a big success and all merchants will be interested in learning of the methods adopted in handling this unique event.—Editor.

When R. H. Williams and Sons of Regina, Sask., who conduct "The Glasgow House," ran twenty full pages of advertising in one issue of the Regina Leader, they established a record. Never before in the history of Canada has a retail advertising effort been planned and carried out on so broad and daring a basis.

The twenty-page advertisement was run in connection with a made-in-Canada sale conducted in the Glasgow House for one week. The magnitude of the publicity undertaken to make this sale a success, resulted in its being a decidedly unique event. The sale attracted attention in all parts of the West as well as in Regina.

C. W. Hansford, the advertising manager of the Glasgow House, handled the publicity end of this sale, and can, therefore, claim the unique distinction of having seen more of his own copy in one single issue of a newspaper than any other advertising man in Canada or, perhaps, in the world. Although manufacturers supplied some of the copy, the bulk of it was prepared by Mr. Hansford and the high standard of the work reflects much credit on him.

Manufacturers Helped.

Mr. Hansford explains that when the idea of running a made-in-Canada sale was first conceived, it was felt that as the manufacturers of Canadian products would benefit by this extensive exploitation of home-made goods, they would be willing to lend their active and extensive co-operation. Accordingly an effort was made to interest a number of the manufacturers whose goods it was intended to feature. Almost without exception the manufacturers were willing and, in fact, glad to assist in the work. It was largely due to this co-operation that it was found possible to carry out the sale on so elaborate a scale and with such a marked degree of success.

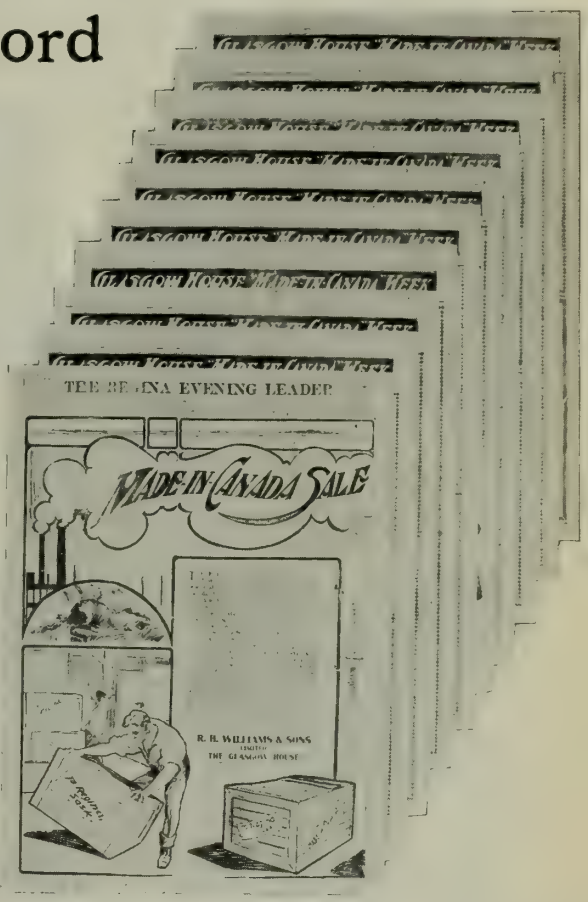
In some cases the manufacturers sent in copy, but in a great majority of cases the advertisements were written by Mr. Hansford and his staff. There was a particular advantage in this, in that it was possible to feature in the advertisements the identical lines of goods which were carried in stock. Further, it was possible to make the copy more definite and more closely adapted to local conditions.

The twenty pages were run practically together, thus constituting a distinct section of the paper. Uniform style was adopted throughout. Thus at the head of each page was a black block extending across the top with the words lettered on it in white: "Glasgow House Made-in-Canada Week." A star border was used on all the copy and typographical uniformity was observed on all the pages. The pages were carefully laid out, a discerning eye to attractiveness and effect. Practically all articles listed were illustrated. The bulk of the cuts had been secured through the co-operation of the manufacturers.

Single Lines Advertised.

A feature of the sale was the fact that in practically all cases but one line or make in each department was featured. The particular brand or line selected was featured very strongly.

Some of the pages were printed in two colors, red and black.



Reproduction of the twenty pages of advertising which appeared in one issue.

Other Publicity Features.

Newspaper advertising was backed up energetically in all other lines. The ads appeared on the Friday preceding sale. On Monday morning, the windows were filled with special window trims, with the goods which had been featured in the advertising. Andrew W. Murdison, the display manager, was in charge of this branch of the sale. Inside the store, special efforts had been made also to give the establishment an attractive, almost a gala, appearance. The lines on sale were, of course, prominently featured.

Special Goods Secured.

In many cases goods were made by the manufacturers specially for this sale, particularly for window display purposes, and in this way, a number of

lines which ordinarily would not be displayed until the early fall were shipped on by the manufacturers in advance in order that they might be sold in connection with this made-in-Canada sale.

Large Crowds Attended.

Intense interest was created throughout the city and vicinity. When the store doors were thrown open on Monday morning, hundreds of interested persons were on hand to see the display and, in a great many cases, to buy goods. This interest was maintained throughout the week, the store being crowded at all times and sales being brisk.

Results From Sale.

The results were quite up to expectations. It would perhaps be better, however, to give Mr. Hansford's statement in this connection:

"So far as the actual results of the sale are concerned," writes Mr. Hansford, "the sales for that week were very greatly in excess of the corresponding week of a year ago, and while it is very difficult to give figures on the different lines of goods sold, we can state that, without question, the sale has been a splendid success. We have had numerous enquiries from outside the city in regard to this sale, the novelty of which, no doubt, attracted great attention, and we are quite positive that as a direct result of this sales effort, the Glasgow House has very materially added to its prestige as one of the most progressive stores in Western Canada."

Used for Mail Orders.

The advertising proved a big business getter in another direction. Some thousands of copies of the ads were mailed out to mail order customers in that section. This brought a very large number of enquiries and sales.

Something About the Firm.

In connection with this record-breaking event something about the firm conducting the sale will be of interest.

R. H. Williams, like many other old timers in the West, arrived in Regina by ox cart over the prairie from Winnipeg, in 1881. It was not until late the next year that the steel of the Canadian Pacific Railway was laid to Regina.

Mr. Williams came from Stainer, Ont., and for a while after reaching Regina followed up his line of business, which was that of building and contracting.

Regina at that time was mostly spread along South Railway Street, and passengers on the C. P. R. trains could easily take the census of the coming metropolis by simply counting the number of people on the station platform.

C. W. HANSFORD, who planned the twenty-page advertisement.

An Early Advertisement.

The first advertisement of the Glasgow House appeared in the Leader (then a weekly paper) of Tuesday, August 28, 1888, in which the public of Regina was informed that "the business so long carried on by Alex. Sheppard having changed hands, will now be known as the 'Glasgow House.'" The advertisement announced that a full line of merchandise was always kept on hand, and that farm produce would be taken in exchange for goods.

Even at that time the firm recognized that advertising was a big factor in building up a business, and the old files show that they used more space than any of the other local merchants. Instead of writing up an ad and allowing it to run from one year's end to another without a change, as seemed to be the general custom at that time, it is interesting to note that the Glasgow House advertisement was changed after running two weeks, to announce a fall sale, and that they have adhered closely to the policy of continuous and up-to-date advertising ever since.

The Firm's First Stand.

Business was begun in what is now Kelly's drug store on South Railway Street, between Scarth and Hamilton. Only twelve hundred square feet of floor space was available in this frame building, but it was ample for the needs of the store at that time, and indeed, among the "business blocks" dotting the south side of the road running parallel with the C. P. R. tracks, it appeared quite a respectable size.

However, after the town once began to grow there was no holding it back, and the Glasgow House kept pace in such a splendid way that in two years it was found necessary to move into a larger building.

South Railway Street was still the main thoroughfare, with Broad Street making a strong bid for second place, so a building near the main corner was chosen, which was destined to house the store until the present handsome big building was erected on the corner of Hamilton Street and Eleventh Avenue in 1910.

Many Regina citizens will remember shopping at the Glasgow House in their old stand near Broad on South Railway, which is at present occupied by J. F. Robinson & Co. When R. H. and J. K. R. Williams took possession there was a combined floor space of 4,680 square feet, comprising two floors and a basement, but after five years of steadily expanding trade, it was found necessary to increase this by building an addition, thus securing 13,260 square feet. This was done in 1905.

An Important Move.

Five years later, the Glasgow House celebrated the opening of their present large department store opposite the City Hall by a reception and dance in the new building, while today workmen are again busy enlarging the store to double its present size. When alterations have been completed, the store will be five storeys in height, besides basement, and will contain 112,000 square feet of floor space, as against the present area of 48,000 square feet.

The management expect to have at least three complete floors fitted up by the first of October, and the remaining two will be rushed as fast as possible.

Many new departments will be added, among which will be hardware, wall paper and china, while all of the present departments will be enlarged.

In addition to the store, a large warehouse was built last year on the corner of Smith and Seventh Avenue. It is a brick building two storeys and basement, with spur track connections, and has over 15,000 square feet of floor space.

Dundas, Ont.—The ratepayers have passed a by-law providing for a guarantee of $15,000 bonds of the Canadian Abrasive Wheels, Ltd. The company is the first manufacturing concern to locate on the banks of the Desjardins Canal.

Staples Should be Given Special Exploitation

A Wrong Impression Exists That it is Not Necessary to Make Any Special Efforts to Push the Sales of Staple Lines—Reaching the "latent demand"—How Eastern Ontario Firm Worked Up Demand for Binder Twine.

Tendency is very common among merchants to regard their staple lines as goods which sell anyway and do not, therefore, require any extra prominence or special attenion. "What are you doing to push the sale of builders' hardware?" "What are your plans with regard to the sale of cutlery?" are questions which the writer has often asked dealers that he has called upon. The answers in practically all cases are rather vague. "I don't know as we do anything special," the hardwareman will reply. In some cases they will go on to enumerate the general steps taken, such as advertising and good salesmanship.

But it is very seldom indeed that a retailer takes what might be termed special steps to feature staple lines.

By adopting this negative policy they are losing a great deal. It is true that there is a certain demand for all staple articles which will be felt no matter whether aggressive merchandising methods are adopted or not. It is equally true, however, that this demand can be increased very materially when aggressive methods are adopted.

A good many merchants are deterred from activity in staples by the belief that these lines do not give any scope for special merchandising efforts. "Rope is rope," said one hardwareman recently, "and customers will buy just so much. You couldn't increase the demand much no matter what you might do."

He was sadly mistaken. The demand for rope can be increased several times over when that line is exploited energetically and intelligently. And what is more, it is not difficult to find methods of featuring rope in such a way that possible customers will be brought to take an interest. Leave the rope in stock near the rear of the store or in the cellar and people will ask for rope only when they find that they cannot get along without a new supply. Put rope where it will be seen, arrange a window display and advertise it; and people will begin to forestal their wants, to replace old rope which would otherwise have been allowed to remain in service until it became rotten enough to be dangerous. There is a latent demand for all staples which might never manifest itself if left to itself. Work on it by expert exploitation and sales will develop rapidly and in large volume.

Consider binder twine, for instance. It may not at first glance seem that there is much scope for extra efforts in the matter of twine. There is splendid scope, however. Binder twine is all that a resourceful window trimmer needs to evolve a display which will claim a few minutes of the time of every person, man, woman or child, who passes the store. It lends itself most readily to all manner of displays. A few balls can be twisted to give a semblance of a man. With little effort a hut can be constructed of balls of twine. Some of the most unique displays that the writer has ever seen were made exclusively of twine, entailing no expense whatever and not more than the usual amount of time.

Exhibits of this kind bring results. A mechanic will buy tools which are displayed before him when he perhaps had had no previous intention of so doing whatever. The display served the purpose of demonstrating to him that he could use those tools. And a clever display of twine will serve the same purpose with farmers and others who use a lot of twine. It demonstrates that he could use some of the stock and he buys.

A cabin built of binder twine which proved a splendid feature of a window display in the store of John Moxon & Son, Picton, Ont.

A Clever Window.

A good sample of a twine window is shown in the accompanying illustration. This display appeared in the store of John Moxon and Son, Picton, Ontario. It consisted of a hut constructed almost exclusively of balls of twine. Quite a little ingenuity was exerted in planning and constructing this hut, but the result was a display which attracted a great deal of attention and which helped to build up a good volume of sales.

In the centre of the window stands a cabin built of balls of binder twine. The cabin is fitted with windows and a screen door. The front is finished with a verandah, the posts of which are also constructed of balls of binder twine. The floor of the verandah is made of scythe stones, and from the verandah to the front of the window extends a walk made of rope. The interior of the cabin may be seen through the screen door and a table is shown set ready for a meal. On the verandah an old couple are seated waiting the summons to dinner. The floor of the window is covered with paper, decorated to represent grass and makes a natural-looking lawn. At one end of the cabin among the cedar trees stands the old-time well curb and oaken bucket. Hanging on the front of the verandah, as shown in the cut, is a skein of hemp from which the rope and twine is manufactured. Standing in one corner of the window is a sheaf of oats, upon which hangs a card informing the public that there is no grain too stout for —— twine to tie. Printed cards are displayed here and there in the window advertising the qualities of the rope and twine on display.

The display is very attractive, especially when lighted up at night. The window dress was arranged by H. Moxon.

HARDWARE AND METAL

Vol. XXV. No. 31 Toronto, Canada, August 2, 1913 Two Dollars per Year

A REMARKABLE RECORD—AND A MORAL.

Twenty full pages of advertising in one issue! This is, indeed, a remarkable record for a retail store.

In this issue is told the story of the idea which grew in the minds of the management of a Western store until it developed into a really remarkable merchandising effort. A week's sale devoted to made-in-Canada goods and heralded in by the unprecedented publicity of twenty full pages of advertising in one issue of a newspaper was the outcome of the idea. That it proved a wonderful sale in every respect goes without saying.

The success achieved by the firm in question does not indicate necessarily that the idea could be carried out just as successfully by merchants in all parts of the country. A great opportunity is needed to justify the carrying out of a publicity propaganda on a scale of such magnitude. But the Made-in-Canada sale of the Glasgow House, Regina, demonstrates in most convincing manner the possibilities of advertising. It is a long step from the modest cards, which merchants inserted a few decades ago, to the twenty-page broadside of the Glasgow House. The difference represents the advancement which has been made in advertising methods and possibilities.

One cannot fail to recognize the fact that advertising is one of the greatest factors in business to-day when it is possible for a firm to undertake so ambitious a plan and get results in keeping with the magnitude of the publicity efforts.

THE WAR ON THE HOUSE FLY.

The public is slow to take hold of a thing, but once it does it goes into it most thoroughly. When the first talk of a swat-the-fly campaign was raised, people were inclined to treat it as a joke. They recognized in a way that there was a lot of common sense behind the idea, but they were not inclined to take it seriously. The persistency with which the idea was exploited, however, carried conviction with it, and to-day people the world over are industriously aiding in the fly hunt.

The results of the campaign, we believe, have been eminently satisfactory. The fly is in no danger of becoming extinct, but he has not the freedom that once was allowed him. He is barred from the home and given a hard run for his life if he obtrudes himself too closely around the haunts of men. With public interest thoroughly aroused, it is quite probable that precautions will be kept up, which will rigorously exclude the dangerous house fly.

From the standpoint of the retail hardwareman the campaign has been doubly satisfactory, as it has created a heavy demand for fly swatters, traps and similar articles which sold in comparatively small volume before.

THE BUSINESS OUTLOOK.

The outlook is more hopeful than at any time this year. Reports and predictions of a highly dismal and pessimistic order are still heard, and there is no dodging the fact that in some lines and in certain localities business is not all that could be desired. The pinch of money has been felt, and is still being felt more or less severely by all engaged in manufacturing and commercial pursuits. With full cognizance of these conditions, it is still quite within reasonable bounds to assert that the outlook has improved to a very satisfactory extent.

The uniformly favorable crop reports are having a good deal to do with the uplift tendency. It is generally felt that a good crop is all that is needed to dispel the gloom clouds which have so obscured the business horizon so far this year. Good crops will mean plenty of money put into circulation—the only condition needed to-day to make the country completely prosperous. Thus the splendid reports on crops which come from every section of the country are hailed as harbingers of the prosperity which the fall will bring.

In hardware, the outlook is very promising. Manufacturers have been busy all year, and the retail trade has had no reason to complain so far. There has really been no serious trouble experienced in the hardware trade, unless we except the slowness of collections.

GET FALL BUILDING TRADE.

During the late summer and fall months there are many new buildings nearing completion. These comprise residences, offices, public buildings, factories, garages, and other buildings of various descriptions. In order to properly complete the buildings many lines of hardware are needed. A large amount of finishing hardware will be required. Paint is also another commodity used in large quantities in adding the finishing touches to a building. Glass, plain and fancy, will be in good demand. In the new residences bathrooms will be equipped with new fixtures. Farmers erecting new buildings will be in need of roofing, hangers and track, latches, etc. Much

repair work will also be done in preparation for the fall weather, which is sure to follow. Where repair work is undertaken many lines of hardware are generally needed.

Hardware men should be equipped to meet the requirements of customers needing building materials. With the advance of each season new opportunities are opened up for the hardware merchant who is willing to take advantage of them. It is not too early to start in to secure fall business. There may be some orders for certain lines too large to be filled from stock. By securing these orders in advance you will have plenty of time to obtain the goods from the jobber or manufacturer, and thus eliminate the necessity of delay when the customer is ready to use the goods. Prompt delivery is appreciated by customers, especially builders.

FALSE STATEMENTS NOW CRIMINAL.

The issuance of a false or fraudulent statement has now become an offence against the Criminal Code. One of the associations which has been working to have this legislation passed is the Canadian Credit Men's Association.

The following is the amendment to the Criminal Code covering the matter:—

"407a.—Every one is guilty of an indictable offence and liable to one year's imprisonment and to a fine of two thousand dollars, who

(a) Knowingly makes or causes to be made, either directly or indirectly, or through any agency whatsoever, any false statement in writing with intent that it shall be relied upon, respecting the financial condition or means or ability to pay of himself, or any other person, firm or corporation in whom he is interested, or for whom he is acting, for the purpose of procuring, in any form whatsoever, either the delivery of personal property, the payment of cash, the making of a loan or credit, the extension of a credit, the discount of an account receivable, or the making, acceptance, discount or endorsement of a bill of exchange, cheque, draft, discount or endorsement of a bill of exchange, cheque, draft or promissory note, either for the benefit of himself or such person, firm or corporation; or

(b) Knowing that a false statement in writing has been made respecting the financial condition or means or ability to pay, of himself, or such person, firm or corporation in which he is interested, or for whom he is acting, procures upon the faith thereof, either for the benefit of himself or such person, firm, or corporation, any of the benefits mentioned in paragraph (a) of this section."

POINTED EDITORIALS.

Nearly time to begin talking fall painting.

* * *

Twenty pages of advertising in one issue! And some men will insert a four-inch ad. and consider that a daring plunge.

* * *

Fall stove trade is "looming up in the offing." The time is now here for the careful planning out of the campaign.

* * *

If it is true that the August descendants of the May fly number 3,879,256, one is forced to conclude that the swat-the-fly campaign in May was conducted in a half-hearted way this year.

Western Prospects Encouraging

WRITING from Wolseley, Sask., a representative of this paper sends a hopeful message regarding Western crops, and at the same time expresses the anxiety felt over the ripening crops. He has been traveling over Western Canada for years so that his information is gathered first hand.

"Wherever I have been," he says, "throughout Saskatchewan, the crops have greatly improved during the last two weeks with the help of abundant rains. They are now making rapid progress in all parts but will, generally, be a little later ripening than last year. There, of course, is much anxiety felt throughout the country about them yet as they are still liable to be affected adversely by a number of things that may happen between now and harvest time. These dangers, however, are mostly local and it is improbable that they would affect wide areas.

"This does not relieve the anxiety of the farmers and merchants because it is impossible to tell just where a hail storm, a frost, or a blighting wind may strike and destroy or sadly damage their hopes and it would be little consolation to them that in other sections there was prosperity.

"So far as the general yield of the crop is concerned a large yield is now almost assured. The country is so big and the grain district is spread over so vast a region, there is little doubt of an abundant harvest. Conditions on the whole point to a better return than last year. For the reasons cited above, however, business has not greatly improved yet and will not till the grain is in stook. The merchant and business people in each district will be cautious in their buying until they know results in their individual localities. Manufacturers and wholesalers should, on the other hand, be prepared for a good season's business in the fall. Money still remains somewhat tight and the banks are loath to part with it if they have it, even upon the best security. There is very much complaint among farmers on this account and it is probable many of them have some reason for doing so.

"On the whole, however, the stringency may have a good effect in checking the tendency to so much speculation which for a few years past has been carrying many off their heads and as a consequence a great deal of money that should be in circulation is tied up in unproductive property. Many of the worst offenders in this were farmers; the craze of speculation raged among them as much as among other classes, while the effect in their case was often more injurious.

"It is alleged that numbers used their ready money, that should have been employed to liquidate their debts with the local merchants, in speculative schemes of buying land they could not profitably work, or tied it up in town lots that are now bringing them no return. Other classes such as mechanics would no doubt have done the same thing but it was not as easy for them. There is no need to say, however, that the West is as sound financially to-day as it ever was and values in all legitimate businesses and properties are better than ever."

Some Views From the Front—(1) The Snack banner carried by the daughter of "Bay" Hill and the twin sons of Wm. Meen; (2) Looking over the prize table from the judge's stand; (3) Sec. McIntosh and Vice-Pres. Geo. Campbell, talking over business; (4) C. C. Smye, the new president.

Men of Drummer's Snack Again Hold Forth

This was the twenty-first annual outing of this historic body of travelers. For a night and a day it was given the freedom of Georgetown and a great time for everybody was the result. The events included a bowling game, a concert, a ball game, Calithumpian procession, and sports of various kinds. The Canadian Grocer's representative on the grounds gives here a few of his impressions on the great outing.

Special Staff Correspondence.

Georgetown, Ont., August 1.—Once again have the Drummers had their Snack. As regularly as the cycle of moons go round and the month of July comes upon us, then will ye find that annual pilgrimage to this fair town, which has now welcomed these happy and care-free men-of-the-grip for three successive years.

Last Friday night and all day Saturday the fun ran high. The Drummers' Snack Club outing was celebrated for the twenty-first time. It had become of age, and why shouldn't there be a good time? The fun was of the healthy, wholesome, above-board variety, as it always is, and no one could mingle with these Drummers without feeling that his life had been lengthened by the contact. That feeling of happiness—that life is more than worth the struggle—penetrated to the remotest frontiers of everyone, even the bulkiest individual that donned a pleasure seeker's garb for the outing. There were no bits and curbs to the current of enjoyment. The fun was unconfined, free as the ozone, and it was drunk deep to the lees.

The programme on Friday night was good to look upon. Some of the best talent from Toronto and Hamilton had been secured. A number of the soloists and entertainers were old friends of the Snack. The latch-string is always out for them, and they are always there. When they appeared on the big platform, bedecked with flags and fancy illuminations, and shaded from the falling dew by overhanging foliage of nature's own construction, they were given "the glad hand of fellowship" in the form of Drummers' applause. A new feature was the presence of the Xylophone, on which a Toronto male quartette disported themselves gallantly. The study in expression was as varied as four faces could make it. Miss Margaret Park Wilson, the favorite Toronto contralto of the Drummers, was again present, and in her solo, "Killarney, My Home O'er the Sea," which was interspersed with applause, delighted the throng of 2,000 good folk in attendance. "Some Time, Dear Heart, Some Time," was a happy selection as an encore. Ernest Bowles played the accompaniment for Miss Wilson and the other soloists, and became the "Professor" when Harry Bennett danced upon the scene.

Then there were the Lauder songs of Harry Bennett; a monologue entitled "The German Soldier," by Billy Dore, which in itself contained the proverbial barrel of fun; solos by Miss Isobel Groves, of Hamilton, which were further bright spots in the entertainment; the Watlings Quartette of Hamilton; Harry Eckstein as Madame Drummer Snackinski, the Russian hypnotist; Charley Smye and Frank Boles in the same skit, and Jules Brazil, the piano monologist. Here was an array of artists unsurpassed before any vaudeville footlights, who for almost three hours held every listener to his chair. That there is much talent among the Drummers, from the new president, C. C. Smye, on down through the ranks, was clearly evidenced from the concert that night, as well as in concerts of the past.

The election of officers by the Drummers' Snack Club runs as smoothly as "Bay" Hill talks to a prospective customer, or "Billy" Dore sings a German song. The analogy might be still further drawn to include the smoking of a cigar by "Billy" Colville. The unanimous choice of the meeting for president was C. C. Smye, traveller for Balfour Smye, who had been vice-president last year, and a Snack member of long standing. Geo. Campbell, traveller for Pugsley, Dingman & Co., Toronto,

is vice-president. The entire list of officers is given elsewhere.

Case of Too Much Smith.

It is said there are more "Smiths" playing baseball and preaching the Gospel in America to-day than representatives of any other name. Those who lined up in the ball game on Saturday morning under the captainship of Wm. Meen will believe without further proof the truth of the former. Charley Smye as leader of the Presidential team signed up one, Vernon by name, but the team was all Smith. He occupied the box. As those who faced him will affirm, it was about as difficult to get a base hit off his delivery as to prevent a snowball from melting on the other side of the Stygian Flood. Harry Eckstein, the erstwhile woman impersonator of the previous night, had made many conquests in his accordion-pleated costume, but when he donned the mail attire to pitch a baseball game he was clearly out of his element. Nevertheless the game was an interesting one—apart from the disparity of the score, which for press purposes was given as 4 to 3, but which was really much more appalling. The President's team consisted of V. Smith, P. Coffin, R. Rattenbury, G. Griffith, Sol. Walters, J. Clark, W. J. Bryans, Pop. Somerville, and C. C. Smye.

The Vice-President's line up included: R. Asher, H. Eckstein, O. Wilder, G. McKenzie, B. T. Huston, T. Hickey, R. Thurston, T. Faulkner, and W. Meen.

The umpire was Chas. Smith, who, contrarywise—as Alice in Wonderland would be prone to say—and unlike the majority of "Their Umps," handled the game carefully, correctly and fearlessly. His son was the aforementioned pitcher who brought fame to the family.

OFFICERS FOR 1913-14.

President.—Chas. C. Smye.
Vice.-Pres.—Geo. Campbell.
Gen. Sec.-Treas.—P. McIntosh.
Toronto Sec.—Chas. Silver.
Hamilton Sec.—Pop. Somerville.
Home Sec.—Jack Willoughby.
Executive (Toronto).—Sol. Waters, Wm. Miller, C. A. E. Colwell, Wm. Madill, Geo. McKenzie, Wm. Colville.
Hamilton Executive.—W. J. Dore, Geo. Griffin, H. Eckstein, R. J. Rattenbury, V. Smith, Jno. Hyslop.
Executive at Large.—Col. Stoneman, Hamilton; O. Wilder, Orangeville; Bert Groskurth, Toronto; R. J. Thurston Bronte; J. D. Abram, Durham; Hugh Rennie, London.
Auditors.—Robt. Algie and Capt. W. G. Read.

The Calithumpian Parade.

After the mid-day meal the sports were next on the bill of fare with the big Calithumpian parade as a forerunner. Here was an item to make the heart of the small boy glad. Almost every department of the human race was represented. " 'Tis funny the difference a few clothes make." There was the Japanese, the Chinaman, the clown, the German, Mexican, the Irishman at the Donneybrook Fair with his big shillaly and a brown duster, aged 13, that was too small for the owner thirteen years ago; there was the representative from the zoo; the well laden float of happy, care-free children and the cart that must have come through the Battle of Waterloo. This brief reference must suffice to describe—through lack of space—the passing of the great Calithumpian parade. It captured the town and everybody came to see the sports.

The Women Kickers.

When a women kicks a football as far as a man, then woman's suffrage should not be far distant. It requires kickers to win things. Miss Walters was an easy winner in this football event. Mrs. Geo. Smye was also in the money and for just one kick carried home sufficient tea for a year's social functions.

Even if they won nothing else, travelers should always easily capture early call races. But in this instance the best they could do was second prize, which went to Jack Hyslop. With two suits of pyjamas for his day's outing, and being in need of one at least, he went home very happy.

The broom ball contest was what the ladies might term a "scream." A dozen women, brooms, a football, a whistle, and dust, without any dustless sweeping powder—and, gentle reader, you may imagine the rest!

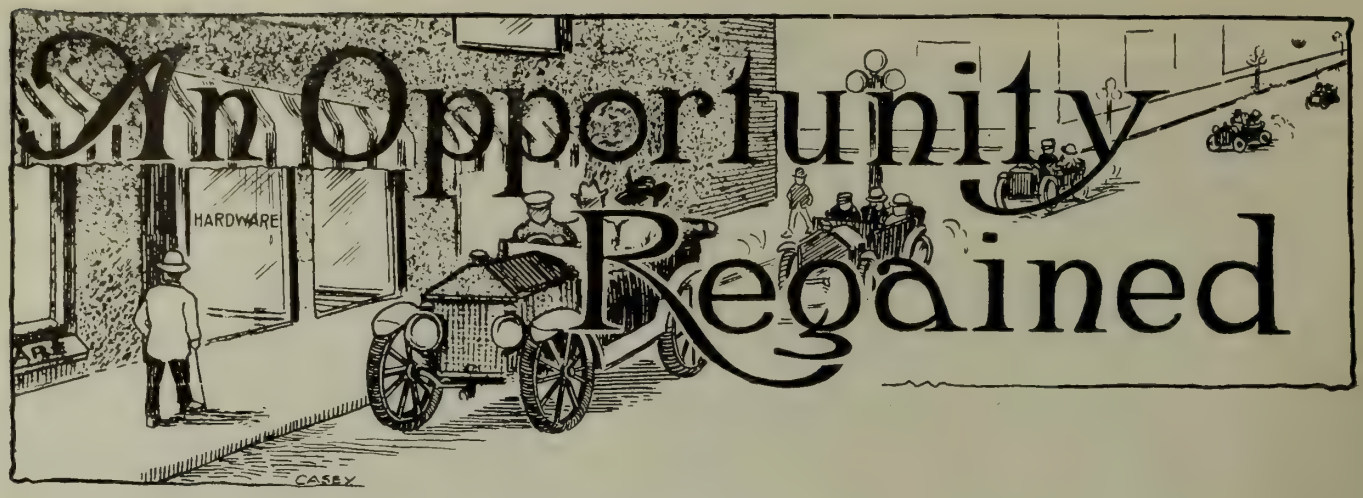
The Tug of War.

From a pulling standpoint, Georgetown citizens have the bulge on the travelers. This was demonstrated by the tug of war which was really the only evidence of everyone not pulling together during the day. With such men as Chas. Smith, W. J. Dore, Wm. Meen, Pop Somerville, Geo. Smye, Bob Asher and Anchor S. Walters, better results were to be expected.

In the fat man's race, open, father and son of the Walters' family were prize-winners, with the son trimming the father.

The philanthropist of the picnic was undoubtedly W. J. Colville. From the vantage point of the prize stand he kept throwing out samples of cocoa, shoe-polish, cleansers, etc., etc., to swarms of the coming generation. At times there appeared to be an inexhaustible supply. But all things must have an ending and soon after the trees against the western sky began to throw their long shadows, the supply came to an end, the afternoon's fun was over, and the famous outing for the twenty-first time had come to a close. God save the King.

From left to right:—(1) Watching the ball game, Wm. Mills, scorer; others include W. J. Dore and M. Malone; (2) In the Calithumpian parade—Billy Dore & Charley Smye; (3) The stand of the prize distributors with some prizes already captured.



An Opportunity Regained

A profitable line for the hardwareman to handle is supplies and accessories for automobiles. The motor car has become a necessity of the age and time will see an even increasing use of it. This means that the demand for supplies and accessories will continue to grow larger and more profitable. In the story related below, the necessity is shown of hardwaremen handling a stock of these lines.—Editor.

Old Man Opportunity is an elusive personage. He generally steals up with uncommon stealth, doing his level best to slip by unseen. Added to this quality of elusiveness he has one which he shares with many classes of people, prize fighters included; he seldom "comes back." Once let him get by and he does not often give you another view of him. While on this train of thought, it may also be remarked of Opportunity that he has a great predilection for disguises. It is rare indeed that he sails under his true colors. People at first glance are apt to mistake Opportunity for Impending Misfortune or to see in him only that much detested visitor, Hard Work. Under the circumstances and in view of the fact that he would need to have the word "opportunity" lettered on the front of his sweater coat in order to make most people recognize him, it is not hard to understand why so many good things are allowed to get away.

George Brown had allowed more real opportunities get away without recognizing them, or at any rate without making any effort to seize them, during the fifteen years he had been in business than most people do in the course of their natural lives. And they were not all of the elusive, difficult, catch-as-catch-can kind. Some of them were plain, unmistakable opportunities with profit written all over them. They literally walked into his hardware store, bumped into him on the street, camped on his trail when he closed up for the night and wended his way homeward. If he had tried, he could have seen opportunity with a capital O on every side.

The trouble with Brown was that he had not kept up with the times. The calendar on the wall of his office told him that it was July 25, 1912, but Brown's thoughts were away back in July, 1892. He still thought that what went two decades ago was right and proper for the present time. His store had not been altered since he had first acquired it. No additions worth mentioning had been made to the lines then carried in stock. He did not believe in advertising and thought window displays a useless and expensive form of ostentation. That was the kind of merchant Brown was.

The town of Crandon did not boast another hardware store so the good people of that substantial though somewhat somnolent burg had to depend on George Brown for everything that they needed in that line. Owing to his extreme conservatism, Brown was a poor one to depend upon. It was useless to try to secure anything at his store other than the most staple of staples. George turned customers away every day. The result was that the mail order houses did a thriving and ever growing business in Crandon and vicinity. People drove to neighboring cities and towns to buy household specialties, good builders' hardware, cutlery, sporting goods and other "newfangled things."

Needless to state George Brown, though the very opposite of a rolling stone, was gathering no moss. He found business getting worse all the time and the frequent excursions that he conducted through the office books showed him that it would not be long before he made the intimate acquaintance of the sheriff. There was nothing to be done about it, as far as he could see—which was not very far. So he sat still and waited with just about the same mixture of dull despair and half-banished hope which keeps the fan at the baseball grounds through the ninth innings when the home team is hopelessly behind. He still cherished the vague hope that something would turn up.

But he finally did waken up. This story would not have been written if he had not. It happened through a coincidence which took Brown one evening to the Auditorium Hotel, a place which he only visited on rare occasions, being a teetotaler himself. He had occasion to see a traveler on this particular evening and was rather hurriedly leaving by the side entrance—for fear some other member of Emanuel Church would perceive his exit and publish him broadcast as a backslider—when he happened to be attracted by a conversation carried on at the curb between the occupant of a large touring car and the proprietor of the Auditorium. He recognized the motorist as a man who had called at the store earlier in the evening in a vain quest for certain supplies for his car.

"This is the most God-forsaken place that was ever forsook!" the motorist was saying with some heat. "And here I am stranded for the night! Not a store or garage in town where I can obtain a thing and I've got to order some repairs by telephone and wait until they arrive! You have a fine progressive lot of citizens here, I must say. Why even moving in a cemetery or two would liven up this place."

"There are lots of worse places than Crandon," said the proprietor.

"I'm going to quit traveling if there are. I might run into one some day,"

said the motorist. "Do you know, this burg is the only one I've ever struck where the stores turn away customers with cold hard cash that they are anxious to get parted from, through pure pig-headedness and sleepy indifference. Your hardware store is a laughingstock. Its—"

But Brown did not wait for any more. He strode off in the direction of home with a puzzled frown.

Brown had a good deal of pride in his make-up. It had never appealed to him that his store was behind the times or that fault could be found with it on any score. Furthermore he believed that Crandon was one of the finest little towns that ever grew up around a country crossroad. He had never lived anywhere else, which may have had something to do with that impression. To think that laxness on his part should hold Crandon up to the scorn of such men as the motor owner was not a comforting thought. And then that remark about cold hard cash going begging—there was food for thought there.

Next day a hustling salesman carrying a line of motor supplies and tools among other things, happened to strike Crandon. He did not look particularly cheerful. "I'm going to make my one call of the year where I haven't as much chance of getting an order as the proverbial dog with tallow legs," he told a grocery traveler who was getting off with him. "I'm going to run in to see old man Brown, the grandest little standpatter that ever refused to invest a cent in goods introduced since the C. P. R. was built. He'll turn me down cold, but this is the only call I could get in to-day and I don't want to be idle all afternoon. So here goes for my fourth trip to the mat."

When the traveler reached the hardware store, he was greeted with more friendliness than had ever been the case before. Brown's attitude to traveling men, while not discourteous, was one of iron inflexibility and curt finality. When the talk veered around to auto accessories, Brown showed what was for him a most amazing amount of interest.

"I'm thinking of going into that line," he said.

Stevens—that was the salesman's name—concluded hurriedly that the age of miracles was not over. "If I get an order from old Brown," he said to himself, "I'll never be surprised at anything which may happen afterward. But here goes."

He talked so energetically that Brown finally did place a fairly substantial order. "I'm some salesman alright," said Stevens to himself, as he glanced at the order. He didn't know that the real salesman in this instance was a wrathy motorist, even then struggling with a steak of the Auditorium brand and profanely voicing the hope of a quick delivery of auto repairs from town.

"By the way," said Brown, with an unusual air of diffidence, "I'm going to ask you a question and I want a candid answer. How does this store strike you?"

Stevens hastily pocketed the order. "You won't want to cancel this if I tell you?" he asked, cautiously. On receiving the desired assurance, he continued. "Well, candidly then, Mr. Brown, your store is on—well, on the blink. You ought to clean it out, get in new fixtures, put in a new front and stock up in newer lines. You could make barrels of money here with no opposition, if you just offered the people what they want and need."

"I think," said Brown, after a pause, "that I'll take a little trip around and visit some other hardware stores. I've always stuck to the old ways of doing business, but I guess the time has come when I'll have to change."

* * *

The first fruits of George Brown's change of policy came in a brisk sale of auto accessories and supplies. Crandon was on the high road between two good-sized cities and automobiles passed through every hour of the day. A big sign in front of the store and cards in the hotels, gave out the information that motoring supplies were obtainable in town and not a day passed but what brought its customers. Dry cell batteries, spark plugs, bearing scrapers, horns, lamps, oil and grease tips, chamois, metal polish, lubricating oil and other items went out in ever increasing volume. And the margin of profit was surprisingly good, Brown found.

He returned from his tour of inspection with broadened ideas and a decidedly new outlook. His store looked unaccountably small and dingy as he approached it. Brown thought of the handsome, splendidly appointed and wonderfully stocked stores, which he had visited, and regarded his own place almost with distaste. "Forty years behind the times," he said. "I certainly will have to improve things here."

His first step was to secure specifications for an addition to the store and for a new front. He then went over to his banker and laid the plans before him.

"I haven't the money to do this," he explained, "but if it were done, I could pay off the amount in no time."

The banker regarded the proposition gingerly, but finally was brought to see that the business, having no opposition, could be made a paying one, if it were managed properly. He advanced the necessary funds for the extensions.

* * *

Brown's hardware store is now one of the neatest in that part of the country. It has a metal front with broad and high plate glass windows, behind which good displays are always to be seen. Inside are a couple of silent salesmen and a fair expanse of wall fixtures. The ceiling is of metal and it is kept clear. The stock is well sorted up and it contains all the latest goods. Brown had veered from one extreme to the other, becoming a firm believer in handling the newest and most up-to-date of lines.

Brown is still far from that avenue of commercial security known as "easy street," but as soon as he gets the money he owes on the store paid off, he will be there.

ARRANGES EXTENSION OF LEAD BOUNTY.

Regulations have been approved by order-in-Council, based on the Act of last session, which extends until 1918, or until the available sum of $600,000 is expended, the bounty on lead from ores mined in Canada. The bounty was established in 1903, an appropriation of $2,500,000 being made for the purpose, of which amount about $900,000 had been expended up to June 30, 1913.

The bounty is based on the price of lead, decreasing as the price goes up, the payments ceasing when the price of lead on the London market reaches £18 per ton.

LUTHER GRINDER CO. OPEN CANADIAN BRANCH.

Luther Grinder Mfg. Co., Milwaukee, Wis., have opened a branch house in Canada at 126 Wellington Street W., Toronto. It is their intention to carry a full stock for their Canadian business, and they will have several salesmen working out from the Toronto branch. The Canadian branch is in charge of S. D. Burroughs, formerly sales manager at the home office. Within a few months they expect to build a branch factory, where they will assemble and manufacture all goods for Canadian trade. For the present, however, they will only establish a branch office and carry a good-sized stock. Mr. Burroughs has been with the company for a number of years. The management of this branch marks for Mr. Burroughs a well-deserved advance.

What Other Hardwaremen are Doing

Western Firm Are Conducting a Piano Contest With Some Novel Features —W. H. Squair & Son, Gladstone, Are Holding a Summer Clearing Sale— Some Ideas for the Advertising Space Next Week.

BEAR CUBS IN WINDOW.

The Fawcett Hardware Co., Saskatoon, Sask., made their store the centre of attraction recently when they had a cage containing two bear cubs on exhibition in their window. The cubs were playful little animals and amused the spectators with their antics. The cubs were only a few months old and were caught near Melfort, Sask.

* * *

PIANO CONTEST.

The Cunningham-McLarty Hardware Company, MacLeod, Alta., are conducting a piano contest in which they offer free a piano valued at $500. With every cent's worth of goods purchased at the store the firm give one vote on the piano. In their advertisement in the newspaper a nomination blank is shown which must be filled in with the name of the contestant and which allows 2,000 votes to the contestant as a start. The following are the rules of the contest:

1. Names of contestants will not be known.
2. Every contestant will be given a number.
3. Every contestant is credited with 2,000 votes to start.
4. Standing of contestants' numbers published in the Advertiser weekly.
5. All votes must be brought in for recording on Wednesdays.
6. Votes must not be written upon.
8. Votes must be tied up in packages with contestant's number and the amount on top slip only.
9. Color of votes will change and must be recorded weekly.
9. Votes are transferable only before recording.
10. Contestant having largest number of votes on December 31, 1913, wins the piano.

In addition the Macleod Advertiser will give with every cash subscription paid into the office either new or renewal an order on the firm of Cunningham-McLarty, which will be good for 1,000 votes in the piano contest. The contest ends December 31.

* * *

PIANO GIVEN FREE.

Wilcox and Hall, hardware merchants, Kamloops, B. C., are conducting a piano contest. Votes are given with every purchase made in the store. The rules of the contest are very similar to those published in the announcement of the contest mentioned above.

* * *

EXTRA CHARGE FOR SMALL LOTS.

Ross and Smillie, Elgin, Man., are making special effort to work up a large trade in coal oil, gasoline and lubricating oil. They are using liberal space in the newspapers and quote prices. They also advertise that an additional charge of five cents per gallon is made when coal oil or gasoline is delivered in less than four-gallon lots. They also charge 5 cents per gallon extra on gasoline when purchasers ask for credit and do not pay cash.

* * *

MEMBERSHIP IN AGRICULTURAL SOCIETY.

The season of fall fairs is upon us and the names of many hardware firms may be noticed in the lists of prize givers. One western firm are offering to purchasers of goods to the extent of $10.00 or over a membership ticket to the Agricultural Society, which not only admits the bearer to the grounds, but makes him a member of the society for one year. The purchases have to be made on or before August 7, which is the opening date of the fair. All persons entitled to a ticket will be given same on the morning of the fair. It is not necessary to make a ten-dollar purchase at one time. The firm are keeping a record of sales to all interested in securing a ticket and if the total amounts to $10.00 by August 7, the customer will be presented with a ticket.

* * *

HARDWARE AUTOMOBILE.

The Battleford Hardware Co., Battleford, Sask., have a novel exhibition in

Inspiratory Talks to Employees

COURTESY

Courtesy is the minute-hand of the all-day clock of this store.

To be at your best, be well polite and a good listener.
When you speak, use a few words, and drop them gently and distinctly.
Give information, but do not argue.
A courteously soft answer is a conducting rod to carry off the lightning of hasty words.

THE ROBERT SIMPSON COMPANY LIMITED

It is not the least of the problems of the head of a retail store to maintain a high standard of efficiency in the sales staff. It is, at the same time, one of the most necessary points. When efficiency is lacking in the sales force, business will suffer, no matter how well managed every other branch may be.

The Robert Simpson Co., Toronto, have adopted as a means of inspiring the members of their sales staff to better things the plan of enclosing printed slips in the pay envelopes, containing terse, pointed advice and suggestions. The slip contains a different message each week and in this way the management are well to place before each employee messages of a distinct educative value.

their window comprising a representation of an automobile made up of various items of hardware. The exhibit attracted much attention. This method of creating publicity has been adopted by a large number of hardware firms and a great many creditable displays of hardware-made autos have shown in hardware display windows during the past year.

* * *

CONDUCTING CLEARING SALE.

W. H. Squair & Son, Gladstone, Man., are conducting a summer clearance sale for the purpose of clearing out all summer lines and preventing the necessity of carrying them over until next season. They are using a full page space in the newspaper and many of the lines on sale are illustrated. Prices are also quoted. Among the lines on sale are oil stoves, hammocks, ice cream freezers, gasoline stoves, refrigerators, baseball goods and other summer lines. The firm are also pushing the sale of kitchen cabinets, which they are selling on the club plan, a separate ad being run for cabinets.

Kitchen cabinets are a line that is being taken up by the hardware trade in many places.

* * *

BLUE HARDWARE STORE.

Reg. F. Scott, successor to the Adams Hardware Co., Guelph, has named his new store the "Blue Hardware." There is a growing tendency among hardware dealers to give their stores an individuality. Adopting a color and having it followed out in decorating the store front, interior, etc., and also in having the stationery, wrapping paper, etc., the same color has worked out splendidly with some dealers who have tried out the plan. One hardware firm in Kingston, Ont., adopted "yellow," and call their store the "Yellow Hardware Store." They use yellow stationery, the delivery wagon is painted yellow, and the store front is painted a bright yellow, which makes it stand out prominently among the other stores on the street. Some time ago Hardware and Metal gave in detail the plan followed out by a large paint firm in the United States. In this case blue was used, and the store is known for miles as the "blue paint store."

St. Catharines, Ont.—Clay products Co. have purchased a site here and will build a plant for the manufacture of bricks, tiles, etc.

Ft. William, Ont.—The Great West Wire Fence Co. are under contract with the city to erect a plant for the manufacture of wire to cost not less than $100,000 and employ 50 men.

Some Practical Advertising Suggestions

It is not too late to get after lawn swing sales. There is still one month of the summer vacation ahead and a swing would be a great boon to the children. An advertisement pointing out the advantages of the article and the price would attract attention. Most people have the impression that a swing is a much more expensive article than what it really is. If enlightened on this subject, they would invest in one. "Make your backyard a recreation park" would make an attractive heading.

"Have you plenty of binder twine," is a question which should be put before every farmer customer nowadays. It will serve as a reminder and bring sales. Why not put it in print?

Cleaning up time has arrived . The hardwareman should see to it that he is not left with a large stock of summer goods. Offer them for sale, perhaps shading the price a little or, at any rate, offering a leader or two. Start your advertisement with an announcement of one of these leaders. For instance, offer a lawnmower, regular price, $8.00 for $6.75. "First and last chance to get a———lawnmower for $6.75," would make a catchy heading. When offering a bargain, talk it up strong. The other leaders should also be featured, the prices being quoted prominently. Introduce mention of other lines, giving prices on all. The interest aroused by the leaders will extend to all lines.

When holding your summer clearing sale, use large space in the newspapers before the event. It will be found a paying venture. In the opinion of many, it is better to use a half page twice or a full page once than smaller space more frequently, when it is a question of advertising a special sale.

Insist on your ad. being set up each time according to a certain uniform style. Don't permit the printer to set it up one day in old style Caslon and next day in Cheltenham or Gothic. The advantage of having your advertisement appear each day in the same face and with certain distinctive characteristics in arrangement and lay-out is that people become thoroughly familiar with that style and recognize it at first glance.

Some strong selling talks from current hardware advertisements are appended.

Dependable hardware is what you expect the contractor to put in your new home. See that he buys door locks, hinges, window fasteners, hat hooks and paint from us and you'll get the best. Contractors get special attention.—Higgins' Hardware, Transcona, Sask.

"Slanting dial scales." Every house should have a convenient scale to check up materials purchased and weigh ingredients for cooking. These scales are accurate and reliable. No weights to lose. No poise to adjust. Simply place on the scale whatever you have to weigh and the dial pointer at once shows the exact weight.—T. McAvitty & Sons, Ltd., St. John, N.B.

Get a new lawn mower and keep your lawn well sheared. Don't let the grass grow so long on your lawn that people would take it to be a hay field. And then don't try to mow it with a machine that would tire a horse in a few minutes. Get one of our new easy-running machines and keep your lawn looking like a city park. A pretty lawn —a pretty home.—J. P. Straube, Treherne, Sask.

The Effect of Business on Morals

¶ Doctor Samuel Johnson told Boswell long ago that among no one class of people was there a higher standard of morals than that which existed among the tradesmen of London, and that he had observed how the pursuit of business invariably developed and improved the moral sense and the moral conception of the individual.

¶ Doctor Elliott calls Truth "the new virtue" and Herbert Spencer tells us in his "First Principles" that "experience is the basis of morality." Then, it would seem that morality comes with responsibility, with occupation, with the devotion and application of human energy. Oliver Goldsmith once said, "sickness is a disgrace"—and now we have arrived at a period when we have decided that **idleness is not only a disgrace but a crime** and a very dangerous form of immorality.

¶ Mr. Hubbard, an exponent of our new philosophy of business, says, "We have at last decided to try the truth, as we have already tried everything else and found it didn't work." Have you an opinion as to the reason for the morality which Doctor Johnson tells us existed among the tradesmen of London and among those engaged in the pursuit of business?

¶ Our experience has shown us that it pays to be honest, and not only this but our experience has shown that honesty in business is the only practical policy. The man who sits on the porch of a corner grocery store arguing "corner grocery store philosophy" can afford to guess at the truth and ignore the facts because there is nothing at stake. If his imagination runs away with his reason, it makes no difference, because no one depends on him and there is nothing of importance to what he says or does.

¶ But business is business and no business man can afford to lie for the reason that his reputation as a business man is at stake. He has responsibilities and obligations which must be met; he is in the public eye; his work demands regular hours, sobriety, plenty of sleep and a goodly degree of honest work. These things are necessary to keep the rats out of the basement and the cobwebs out of the garret.

¶ Character and refinement in the highest sense come with responsibility, with hard work, poverty and adversity. From these things have come our great men. These men were and are the products of work, application and adversity, for these are the things that make men strong. And as a further evidence of this fact, the sons of these men who become the leaders of the world are often times the perverts, the degenerates and the idlers who fill our asylums, our hospitals and almshouses.

¶ Business means responsibility—and only the other day a man who stands at the head of the finest organization of its kind in the world remarked that "business is finding good men for good jobs and good jobs for good men." And just here we may add that no man can conduct a big business without constant and continuous concentration—and concentration, you know, is a form of energy which is the result of a clean and wholesome life.

¶ Business demands the best in men, and by continually giving the best, we develop the best and our lives grow into the beauty and honesty of usefulness. Business has done more to civilize the world than all other influences combined. Good business demands intelligent men and women. The young man who enters business has set up a standard of morals to which he is compelled to live if he is to attain any degree of success.

¶ Only the young man who is running on high speed for the "Down and Out Club" can afford to neglect his duties, contract bills which he never intends to pay, hang around the cafes at night, specialize on dance halls and cultivate the poker chip. But not so with the young man who enters the business game.

¶ Doctor Johnson was right. Business tends toward morality.

Efficiency

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Biographical

Mainly About the Men Who Call on the Hardware Trade in Canada.

A Genial Giant and His Seven-Leagued Shoes

MR. MAYOR and Honorable Aldermen of P————.

If you want to sleep secure in your beds at night, safe from the ravages of devouring conflagrations, with the knowledge not only that your personal safety is assured but that no harm can come to your goods and chattels, there is only one thing to do. You must equip your fire brigade with the hose manufactured by the company I represent. Buy inferior hose and no building in your beautiful but precariously situated town can be deemed safe., etc., etc., etc.

The speaker, a man of commanding stature, even of—well, one might say, ponderosity—stood before the board at which sat the town council. A contract was hanging in the balance. Hence, these perfervid words.* Readers can have three guesses at the identity of the eloquent advocate of good fire hose. Don't all speak at once. T. W. McKenney, of course.

T. W. McKenney, otherwise "Mac," is a well known figure in the hardware trade in Western Ontario. This is largely due to the fact that he has been calling on the trade for the past fourteen years. As secondary considerations, might be mentioned, however, his imposing proportions and his share of the cheerful loquacity which all men of girth possess. He is everywhere recognized as one of the best specialty salesmen on the road. Part of his work is to help retail hardwaremen secure contracts, and he is often called in this capacity to cajole councils, bombard boards and exhort executives; and his skill at that kind of work is proverbial. T. W. McKenney's arguments are just like so many rivets, firmly nailing down the contract with each blow.

Rubber boots and T. W. McKenney are indelibly connected in the minds of people who have ever attended a hardware convention or been through the exhibits at the large fairs. His specialty is to show a rubber boot over 3 feet high, and to awaken interest by offering $2 to anyone who can walk 25 feet in it. It is not on record that anyone has ever succeeded in performing this remarkable feat and claiming the simoleons, but "Mac" got a great fright in Guelph once. Guelph has a citizen who

T. W. McKENNY,
a most capable specialty salesman.

stands 7 ft. 8 in. in his stocking feet, said feet being large enough to almost fill the near-seven-league shoes which "Mac" was so proudly and confidently offering. He had just raised the stakes to $5 a promenade when the tall man put in an appearance. "Mac" stopped in the middle of a sentence to keep an appointment which he had just remembered.

"Mac" is an ardent fisherman. His pursuit of the gentle sport has led him into many exciting adventures, and has resulted in the capture of many fresh water leviathans. He is also a motorist, having a machine of his own and a mania for using it. When T. W. McKenney gets out on a good bit of road the natives talk about him for two minutes before he arrives and for two hours afterward.

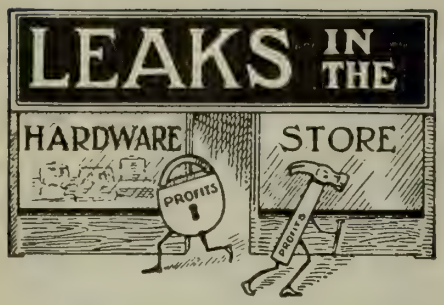
The subject of this sketch is an American, and he has been in this country for 14 years only. Previous to that his whole life had been spent in Uncle Sam's domain, and he got his grounding in the comprehensive science of salesmanship there. On coming to this country, he joined the staff of the Gutta Percha and Rubber Co., first as city traveller. For a year after that he covered Eastern and Northern Ontario for the company, but was then transferred to Western Ontario, and has remained on that ground ever since. "Mac" has become thoroughly acclimatized, but the country to the south still has a big attraction for him. Whenever duty calls him to Windsor, to use his own words, he always "stands on the river banks and looks over at Detroit." But he never goes over. He hasn't time. The demand for fire hose, lawn hose, rubber packing, gaskets, etc., is too great in this country to give a salesman time for anything else but salesmanship.

*He got the contract.
†His record is two caught at Ayr.

SALE OF EXPLOSIVES.

With a view to studying the conditions under which explosives are manufactured in the province, and of meeting the manufacturers and discussing with them the terms of the proposed Explosives Bill which the Government intends taking up at the next session, J. Hudson, of the Department of Mines, is now in Victoria, B.C., to investigate the conditions of manufacture at the various explosive factories.

London, Ont.—Twice during the past ten days a show case at the entrance to the Rogers Electric Co. has been looted of flashlights, etc.



Considerable time is lost in some stores when clerks are showing cutlery. One merchant noticed that when a customer entered and asked to see silver-plated ware the clerk found it necessary to bring down six or eight boxes and select a sample from each box. This took considerable time, but another objectionable feature was the fact that on account of having been shown so often many of the spoons and forks in the boxes were badly tarnished. When a sale was made it was found necessary to shine up the goods or to open a fresh package. The samples shown in a tarnished condition very often created an unfavorable impression on the customer, and it took some time to explain that the tarnish did not denote inferiority. In order to overcome this loss of time the dealer purchased a cutlery roll similar to those used by travellers for carrying samples. In the roll he placed a ticketed sample of each line of table cutlery. This prevented the necessity of opening the boxes. When the customer entered it only took a moment to open the cutlery roll and a full range of samples were shown, with prices attached. The samples were easily kept clean by one of the clerks, who spent a little time on them each week.

CANADIAN PAINTERS' CONVENTION.

The tenth annual convention of the Canadian Association of Master Painters and Decorators was held in St. Catharines, Ont., last week. The matter of choosing the place for next year's meeting rests with the executive. Officers were elected as follows:—

President, Geo. Metcalf, Hamilton; vice-president, Wm. Leassur, Windsor; secretary-treasurer, E. J. Linnington, Toronto, re-elected; executive board, W S. McNamara, St. Catharines; Wm. Delaney, Niagara Falls; Jas. Kitchener, Toronto; F. W. Prett, Ottawa; W. Wigmore, London. Associate members executive: F. J. Moore and M. Sinclair, Toronto. Trustees: F. H. McCausland, Toronto; G. Higman, Ottawa; A. M. McKenzie, Hamilton. Delegates to International Convention at Indianapolis, W. J. Carson, Ottawa; Geo. Metcalfe, Hamilton; Wm. Lessur, Windsor. B. Goodfellow of Galt was elected Canadian representative on the international executive board.

The proposal to make membership in the international association voluntary, was defeated.

REPRESENTS ENGLISH MANUFACTURERS.

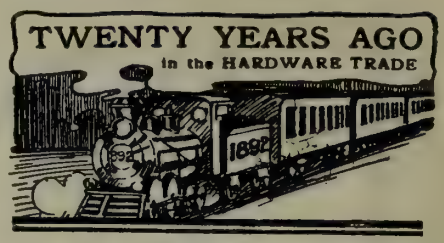
G. A. Marshall, for twenty years principal country traveller for Geo. Butler & Co., Trinity Works, Sheffield, England, has opened a sample room at 70 Lombard St., Toronto, and will represent the following companies: Geo. Butler & Co., Sheffield, manufacturers Cavendish cutlery and plate, etc.; Wm. Atkins & Co., Sheffield Reliance steel and files, etc.; Thos. Smart & Sons, Ltd., Watsons Green Works, Dudley,

G. A. MARSHALL.

Staffordshire, brass goods, etc.; W. A. Tyzack & Co., Stella Works, Sheffield, agricultural tools; John Milner & Sons, Sheffield, dram flash manufacturers; Stewart Spiers, Ayr, Scotland, steel plane manufacturers. Before leaving for Canada, Mr. Marshall was tendered a dinner by the staff of Geo. Butler & Co. and presented with a substantial leather travelling outfit. Mr. Marshall expects to cover the ground between Halifax and Sault Ste. Marie.

Guelph, Ont.—Operations have begun at the Malleable Iron Works. About 120 men are at work. So far one or two heats in malleable iron have been run off.

Hamilton, Ont.—Jno. R. Nye, of Chicago, Ill., is proposing to organize a company to manufacture machinery for making artificial gas and machinery.



The following items were taken from the issue of Hardware and Metal of August 5, 1893:

"H. J. Irwin and H. J. Colwell, Arthur, have started out on an extensive holiday trip."

Editor's note.—Mr. Colwell is still in business in Arthur. He has taken an interest in municipal politics, serving as reeve of Arthur and warden of Wellington County.

* * *

"White lead is 25c per cut higher, the basis now being $5.

Editor's note.—The price of pig lead twenty years ago ranged around 3½ cents so that cost of the raw material has almost doubled in that time. Although white lead is now much higher than it was then, the advance is not as large in proportion as the increase in the cost of pig lead.

* * *

"Lewis Bros. & Co., Montreal, have removed their warerooms and offices to 30 St. Sulpice Street, the premises so long occupied by W. Darling & Co."

McCLARY MFG. CO. PICNIC.

The annual picnic of the McClary Manufacturing Company attracted a crowd of over 2,000 to Port Stanley on Saturday. The big plant was closed all day to give the 1,500 employees a chance to spend some of the morning, as well as the afternoon and evening, with their families and friends at the lakeside. Many of the excursionists took advantage of the morning trains, and although a special at 1.15 took several hundreds to the Port, there were a thousand there before noon. It was thus possible to start the big program of games immediately after lunch, and by so doing the rest of the day was left clear for whatever the picnickers desired to do. Rain broke over the crowds in the evening and drove them to waiting rooms and pavilions, but members of the committee say that in spite of everything it was one of the biggest and best outings the employes ever held.

In order to facilitate matters the program was divided, and a staff of judges took charge of each division to run off a number of the contests at the same time. The list contained some events

Continued on page 49.

HARDWARE LETTER BOX

Acme Electric Iron.

Taylor Bros., Almonte, Ont.—Kindly let us know what firm manufacturers the Acme Electric Iron.

Acme Manufacturing Co., Detroit, Mich.—Editor.

Store Fittings.

The F. R. Murray Co., Ltd., 1118 Hamilton St., Vancouver, B.C.—Will you kindly give us the names of firms in Toronto manufacturing store fittings?

Cameron & Campbell, Toronto; Jones Bros., Adelaide St. W., Toronto.

Front Rank Furnaces.

H. T. Andrews, Orillia, Ont.—Kindly advise me through your paper what firm manufactures the Front Rank Warm Air Furnace.

Haynes Langenberg Mfg. Co., 4045 Forest Park Blvd., St. Louis, Mo.—Ed.

Revolving Turf Edgers.

A. M. Bell & Co., Ltd., Halifax, N.S. —Can you refer us to the manufacturers of Revolving Turf Edgers?

The Goodell Company, Antrim, New Hampshire, U.S.A.—Editor.

Gummed Tape.

J. R. Rolston, 44 Rice St., Edmonton, Alta.—Please advise me of firms manufacturing gummed tape for rapid sealing machine.

Fleming Press, 85 Duke St., Toronto, Ont.—Editor.

Waste Paper.

E. Boucher, St. Hyacinthe, Que.—Please advise me through your paper of firms buying paper and rags in Toronto and Montreal.

Imperial Waste & Metal Co., 9 Queen St., Montreal; Factory Waste & Metal Co., Montreal; North American Paper Co., 332 William St., Montreal; Canadian Rag & Metal Co., Montreal; J. R. Waldon & Co., 35 Common St., Montreal; W. C. Pink & Co., 136 Esplanade E., Toronto; E. Pullan, Adelaide & Maude Sts., Toronto; The Levis, 100 John St., Toronto; Western Rag & Metal Co., 442 King St. E., Toronto; J. Mudrick, 129 George St., Toronto.—Editor.

Magna Cntlery.

James Wilson, Box 636, Calgary, Alta. —Can you inform me who manufactures or what firm is agent for Magna Cutlery?

Can any of our readers give this information?—Editor.

Paragon Dumb Waiter.

T. Young & Sons, Hanover, Ont.—"Will you kindly let us know what firm manufactures the Paragon Dumb Waiter?"

Otis Fensome Elevator Co., Toronto. —Ed.

Bread Mixer.

Inquirer, Biggar, Sask.—"Will you please advise through your paper what firm manufactures a power bread mixer, capacity 40 loaves?"

Fletcher Manufacturing Co., Toronto.—Ed.

OPENS CANADIAN BRANCH.

Hoods, Ltd., Birmingham, England, have opened an office and sample room in the Lombard Building, 70 Lombard Street, Toronto, Can. The new office is in charge of Frank D. C. Richards, a cut of whom appears on this page. Mr. Richards has been representing the company in Canada for the past ten

FRANK D. C. RICHARDS.

months and the firm's business has increased to such an extent that it was found necessary to open an office and sample room where a large range of samples will be carried. The location of the new sample room is very central and convenient. Among the lines which will be shown in the new sample rooms are hardware, tools, cutlery, incandescent lighting goods, brass and copper goods, tinware, enamelware, plated ware, filters and household specialties.

Mr. Richards has had considerable experience in selling these lines and has had a large hardware experience. The opening of the Toronto sample room will greatly facilitate the arrangements made for showing the company's goods in Canada.

Catalogues and Booklets

Wire Drawing Machines.

Ed. Brand, engineer-specialist in wire machinery, 96 Victoria Street, London, S. W. England, has issued a very attractive catalogue of patented continuous wire drawing machines for dry drawing. The machines described embody several new features. Mr. Brand has also issued a phamphlet, "Successful wire annealing," a short treatise on wrought steel annealing pots. The article on annealing is very interesting and gives some valuable information regarding annealing pots, and Mr. Brand is an expert on all kinds of information pertaining to wire and wire machinery, and his catalogue and pamphlet are extremely interesting.

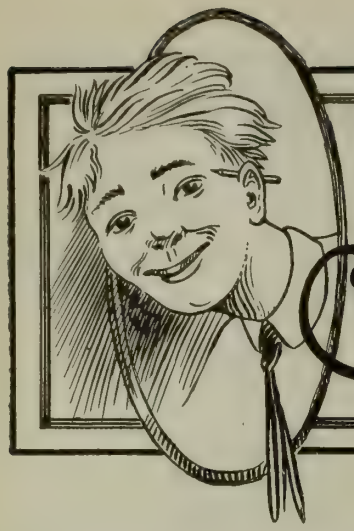
McCLARY MFG. CO. PICNIC.

Continued from page 48.

not on programs of previous years, and these attracted much interest. One of the new features was a baby contest. The judging took place on the arrival of the special train in the afternoon, and was one of the most difficult tasks any of the executive had to face.

Smoking and pie-eating contests concluded the list of 22 events, after which a baseball match was played. A picked team from the executive committee went down to defeat at the hands of the team of the other committee in an exhibition of ball that was a trifle different from the ordinary, in that an indoor ball was used—because it was a hot day and they didn't have to chase it so far. J. K. H. Pope was umpire, and the decisions were incontestably accurate. The feature of the game was the sliding, done mostly by assistant-superintendent Taylor, of the foundry, who mopped the diamond about second base in a thrilling manner several times.

There was a special candy committee this year, with a supply of candy, gum and popcorn on the grounds. With the many kiddies who were present, the idea of distributing the good things free and without regard to how many times they came back for more, was one of the most attractive in the day's proceedings, and they showed their appreciation by eating more than was good for them. Refreshments for the grown-ups were also provided by this committee.



THE JUNIOR CLERK'S PAGE

SELECTIVE EMPLOYMENT.

The question of assigning men to that work which they are best fitted to perform affords a well equipped employment bureau its great opportunity. Careful and reasonable methods have proved singularly fruitful, necessarily the work of employing men is a specialized function, and must be centred in one department. Necessarily, too, there should be a contiuous process of selection which will furnish a list of eligible candidates for every vacancy likely to occur at any time. Thus the necessity for haphazard selection at the final moment is to some extent overcome. This work is as vital to the success of any plant as a well appointed experimental laboratory, and it justifies a suitable investment to provide for its upkeep. It is worth while investigating carefully two hundred applicants who will never be employed if by so doing the right man at the right time becomes available. The hiring of an employee, no matter in how subordinate a capacity, is as important a matter as the purchase of a high-priced tool. Once hired, the newcomer should be made to feel that, subject only to unexpected exigencies of business, his place in the organization is a permanent one, which he need forfeit only for the gravest misconduct. If he should prove ill-adapted to the job for which he has been engaged he should be assigned to another, and his latent capabilities developed to the best possible advantage.

A NEW ONE TO HIM.

A customer entered a hardware store in London last week and asked a clerk if they sold fly traps. The clerk was apparently a new man at the business, for after a few moments' reflection, he said: "We sell wire rat traps, mouse traps, game traps and bear traps, but to the best of my knowledge and belief I have never seen anything around here that looked like a fly trap."

After making further enquiries it was discovered that the firm did carry the balloon fly trap, which is quite commonly used, but that the stock was carried on a high shelf near the rear of the store and had never been brought to the attention of the new clerk. At any rate, the question was a puzzle to him for a few minutes. No doubt he pictured in his mind a trap for annihilating flies individually.

SCARCE.

Ah! the man who smiles when the world goes wrong,
And who laughs when he's down and out,
Who can grin when he's up against hard luck.
Is a hero, beyond doubt.
We have often read of a man like this,
But greatly to our regret,
Though we travel some, and our eyesight's good,
We have never seen one yet.

WORK AND THE WEATHER.

The restless days are here. All outdoors invites us and our work becomes a conscious effort and a bore. It is the time when we are most in sympathy with Jerome K. Jerome in his confession as follows: "I like work; it fascinates me. I can sit and look at it for hours. I love to keep it by me; the idea of getting rid of it nearly breaks my heart."

The remarkable growth of the advertising business in the last decade attests its need. The numerous styles of advertising, the many ways in which a possible buyer may be attracted, cannot be specifically enumerated in any one article, if indeed they could ever be collated and set down in their entirety, in any printed or illustrated form. They are numberless as the sands of the seashore.

REMARKS OF THE JR. CLERK.

Time taken to boast is time wasted.

* * *

A theory is anything that is easier to preach than practice.

* * *

Many a fellow never gets to the front because he is too fast.

* * *

Every time a man loses money he loses a little more confidence in humanity.

* * *

One kind of a coward is the man who stays away from his office the first day of each month.

* * *

The only way to get along with some people is to carefully conceal your opinion of them.

* * *

Life has its ups and downs, but it's a man's own fault if he lets the downs become permanent.

* * *

Don't wait until somebody offers to turn the grindstone for you if you need an edge on your axe.

* * *

Some men are kept so busy maintaining their dignity they never have time to do anything else.

* * *

There is always plenty of room at the top, because many who get there become dizzy and fall off.

* * *

You'll never get to the front by following the crowd, so forge to the front and let the crowd follow you.

* * *

It should be an easy matter to bear other people's burdens. They are always so much lighter than ours.

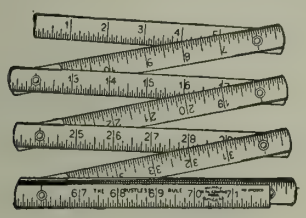
New Hardware Goods

NEW LINES OF AMMUNITION.

The Dominion Cartridge Co., Ltd., Montreal, P. Q., announce to the trade the following new cartridges and shot shells which they have just put out and now have ready for shipment: 16 and 20 gauge Regal Ballistite smokeless, 25-20 centre fire sporting smokeless, and 25-35 centre fire soft point sporting smokeless.

THE RUSTLESS RULE.

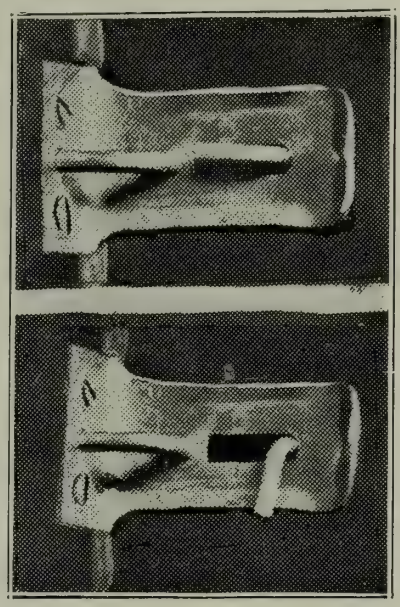
The Reliable Stamping Co., Inc., 369 Seventh Street, Buffalo, N. Y., are offering the trade the new rustless rule here illustrated. The rule is made of a special alloy of aluminium which it is claimed will keep bright on exposure to moisture of ordinary character. The joints are made so as not to work loose and the rule weighs about 1 ounce per lineal foot. It is made in 3, 4, 5, 6-foot lengths. It is claimed to be especially convenient for sheet metal



workers who are called upon to measure circumferences and curved surfaces. The alloy used in the manufacture of these rules is called luminoy. The figures are large and clear and it is accurately and distinctly graduated 1-16ths of an inch on both sides. Both are stamped in the metal and cannot be rubbed out or worn off by abrasion. The light weight of the rule is one of its very desirable features.

TO PREVENT SLAMMING.

The "Four in One," a simple device to prevent the slamming of screen doors and comprising a door catch, back cushion, and knob, is the invention recently patented by Homer Jetté, Roxton Pond, P.Q. The main object of the device, as represented by the inventor, is to catch the door when swung shut without any slamming. To this end arrangement is made so that the door needs only enough spring to overbalance it towards the closing way. The curved end of the hasp serves as a cushion as it rides over the fastening hook. The catch is operated from the outside by a knob screwed on the end of the operating rod, and projecting through the door. By pulling on this knob with a slightly sideways motion the door is disengaged. Then from the



inside the catch is operated by the hasp direct. A lock against outsiders is also provided as shown in the accompanying illustration.

AUTOMATIC PIVOT FARM GATE.

The accompanying illustrations show views of the Guth gate, manufactured by the Automatic Pivot Gate Co., Waverley, Ohio. The company claim that the gates are scientifically proportioned and balanced so that they will endure and give service as long as tempered steel shall last. They are

also claimed to be the weight and strength to make them hog and bull proof and to preserve their rigidity and poise, yet so nicely balanced that a child can operate them with one hand. The Guth gate does not swing on a hinge. It folds together and rises vertically until it stands straight up, leaving absolutely no obstruction or projection in the roadway, resting all its weight on a double steel post and held in position by a counterweight. The manufacturer claims there is no complicated mechanism to get out of order, and that the gate may be opened and closed from horseback with one hand. It is not necessary to keep on pulling until the gate is opened; just one slight pull starts it and the gate continues on its way until entirely open or securely closed. The lever automatically locks and releases itself when pulled to its full depth and it is claimed will positively open or close the gate. A partial pull will open the gate part way making it convenient for sorting stock. The gates weigh from 115 to 130 lbs. and are made in plain

pivot gates; automatic pivot gates, with self-locking and unlocking hand levers; automatic pivot gates with self-locking and unlocking wheel trips.

ASK DESCRIPTION OF IMPORT GOODS.

A deputation from the Shipping Federation of Montreal visited Ottawa this week to interview the Government concerning a recent by-law passed by the Montreal Harbor Board requiring shipping companies to furnish a full description of all goods imported into Montreal. The shipping companies take the view that they should not be called upon to supply a full description of the goods that make up the cargo of various steamers, inasmuch as this information is not supplied to them by the shippers. They maintain that they should only be asked to give the description which appears on the bill of lading. The matter will be considered by the Government.

Current News of Hardware Trade

Have Opened Branch.

Edmonton, Alta.—The John Martin Paper Co. have opened a branch here.

An Amalgamation.

Calgary, Alta.—The Alberta Rubber and Supply Co. has amalgamated with the Motor Supply Co.

Death of Manufacturer.

Arkona, Ont.—Geo. M. Everest, aged 77, proprietor of the basket factory here, is dead, after a long illness.

Enlarging Premises.

Fort Qu'Appelle, Sask.—The Hudson's Bay Co. are enlarging their business premises and building a new warehouse.

Prospects Good For Fall.

N. R. Turner, assistant-manager Toronto branch McClary Mfg. Co., has returned from a trip in Eastern Ontario, and reports prospects for fall business as being exceptionally bright.

Purchased Wagon Factory.

Winnipeg capitalists associated with eastern manufacturers have purchased the plant and business of the Port Arthur Wagon Co. The new company is capitalized at $500,000 and will be known as the Port Arthur Wagon and Implement Co.

Accountant Injured.

Winnipeg, Man.—J. F. McArton, aged 23, accountant in the employ of the Findlay Bros. Stove Co., sustained concussion of the brain when he dived into three feet of water at Whytwood Beach. His death resulted a few hours later. The deceased was formerly in the head office of the company at Carleton Place, but was transferred to their Western branch about four years ago.

Casket Merger.

A merger of the casket manufacturers of Canada, involving $3,000,000 has just been completed under the name of the Dominion Manufacturers, Limited. The companies that form the new organization are: The National Casket Company, Toronto; The D. W. Thompson Co., Toronto; Semmens and Evel Co., Hamilton; Globe Casket Co., London; Semmens and Evel Company, Winnipeg; Jas. S. Elliott and Son, Prescott; Girard and Goden, Three Rivers and Montreal; Christie Bros. and Co., Amherst, N. S.

Merchants of Ottawa Join Cartage Scheme.

The Ottawa Board of Trade announced to-day that it will co-operate with the Canadian Manufacturers' Association and the Boards of Toronto and Montreal towards the organization of a huge Canadian cartage system to handle freight at terminal points. The railways, which now call for and deliver freight, are discontinuing this branch of the business in October, and unless the Railway Commission steps in and orders them not to discontinue it, business men will be left in a serious position, hence the move to organize a general cartage system.

Business Changes.

Toronto, Ont.—Ritchie and Allen, formerly of Okotoks, Alta., have purpurchased the hardware business of Jas. G. McBrien, 1000 Bloor Street West.

New Firms.

Aneroid, Sask.—Waller & Thompson have opened a hardware store.

Nanaimo, B. C.—Newton and Greer Co. of Victoria, B. C., have opened a new wholesale and retail paint store here in the new Rogers' Block, Commercial Street. The firm have branches in Vancouver, New Westminster and Esquimault.

Companies Incorporated.

Mineral Paint Co., Le Pas, Man., have incorporated.

Stowell Screw Co., Montreal, capital $50,000, to manufacture and deal in threaded products.

Northern Veneer Co., Grimsby, Ont., capital $200,000, to carry on business as woodenware manufacturers.

Mexican Tin Corporation, Ltd., Montreal, to acquire by grant, selection and purchase, lease in mineral lands. Capital, $1,000,000.

Fire Losses.

Cobourg, Ont.—Fire at the rear of Barfett Bros. hardware caused considerable damage.

Orillia, Ont.—The E. Long Mfg. Co., manufacturers of machinery, etc., have suffered loss by fire.

Beloeil, Que.—An explosion in one of the isolated buildings of the Canadian Explosive Co. caused the death of seven persons.

London, Ont.—Fire in the basement of the J. E. Young Co. hardware store on Dundas Street was checked in time to prevent a serious conflagration. A large amount of paint and oil was stored in the basement near where the fire was located.

Personal Notes.

H. Clucas, manager Toronto branch Canada Paint Co., is spending his vacation in Sault Ste. Marie and the Great Lakes district.

T. J. Wilkinson, formerly of the Harvest Tool Co., Montreal, is now travelling representative of E. H. Drury & Co., wholesale steel merchants.

F. M. Tobin, Woodstock, Ont., secretary-treasurer Canadian Hardware Manufacturers' Exhibition Association, was a visitor at the Toronto office of Hardware and Metal this week.

The Misses Pugh and Harris of the Invoice Dept. of Lewis Bros., Ltd., Montreal, are taking a well-earned rest and sailed for England on July 24. They will be absent about two months.

Gordon W. Bambridge of the Sales Dept. of Lewis Bros., Ltd., Montreal, has returned from his annual vacation. Mr. Bambridge spent his vacation in and around Washington, New York, and other American cities.

A. C. Towne has succeeded C. B. Ellis as manager of the electrical department of the Montreal branch of the Canadian H. W. Johns-Manville Co. Mr. Towne was formerly foreman of the electrical branch of the C. P. R. Angus shops.

G. C. Dufresne, Sales Dept., Lewis Bros., Ltd., Montreal, is spending his annual vacation on a water trip, taking the R. & O. boat from Montreal to Hamilton and return, and expects to spend a couple of days in Niagara Falls and Buffalo.

E. Holt Gurney, sales manager, The Gurney Foundry Co., has returned from a trip, including North Bay, Sudbury, Sault Ste. Marie and the Northern Ontario district. He reports business as being exceptionally good in that section of the province.

Chas. B. Ellis has been appointed manager of the Economy Fuse and Mfg. Co. of Canada, with offices and warehouses in the Herald Building, Montreal. The Economy Fuse and Mfg. Co. are organizing branches in the larger cities of the Dominion.

Industrial Notes.

Montreal, Que.—It is reported that the Walpole Rubber Co. may build a factory here.

St. John, N.B.—The Maritime Nail Co. have leased a mill in Germany where they will roll their own rods.

Calgary, Alta.—The Western Canada Brass Foundry are erecting a large factory at Inglewood, East Calgary. It is expected the foundry will be working in about four months time and will employ from 250 to 300 hands.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full Reports Dealing With Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

Hardware jobbers report business as being in a very satisfactory condition. There has been a seasonable falling off in the demand for summer goods and many of the travelers are on their vacations. Mail orders are being received in good numbers. The feeling of optimism shown in the metal markets last week still exists. A fair business is being done in small lots and buyers are cautious. Stove trade is seasonably quiet, but prospects are very bright for a large fall trade. Paint manufacturers are still busy, and although there has been a falling off in the demand, business is very good. Shipment of some lines of fall goods have commenced. Booking for fall delivery has been good. Crops on the whole are reported good, and with favorable weather conditions, should make a splendid showing.

With the indication of good crops and easier money, prospects for a large volume of business this fall are very bright.

MONTREAL.

Montreal, July 30.—Business has been brisk of late, even beyond jobbers' expectation. Some dullness prevails following the usual slackness at this season, but with excellent growing weather, and crops in the West advanced fully a week farther than at corresponding period last year, prospects for a splendid fall trade in all lines of hardware are brightening up daily.

Metal markets continue to hold the good, healthy tone started some ten days ago, and now show signs of holding all they have got or even stiffening somewhat.

Copper Firm.

A strike in the Lake Copper Mines, Michigan, has had the effect of causing copper to advance on primary sources. On Monday the close was £67 7s 6d; Tuesday this dropped to £65; and Wednesday rose again to £66. Under present conditions it would look as if high prices were likely to rule until after the strike on account of the decrease in production. New York closed Tuesday at $14.75, and on the 22nd at $14.32½, showing an advance of 42½c on the week. Montreal holds firm at $16.75, which is the same as last week.

Tin Fluctuating.

To-day at primary sources tin took a drop of £5 10s to £180, but to-morrow is just as liable to advance again. Price quoted a week ago was £190 10s, which on comparison shows a big drop on the week. To-day tin is slightly lower than two weeks ago, but from the recent fluctuations nothing definite can be stated as to condition of market. Locally prices continue to hold at $47.

Lead Holds Firm.

Wednesday lead closed at £21 on primary markets, an advance of 10s on the week. Tuesday it ran as high as £21 5s. Market still holds firm, though price is rather high in proportion to other metals, on account of the great scarcity of lead ore. Prices locally remain firm at $5.50 for domestic and imported pig and $5.75 for bar pig.

Traps and Bends.

Prices on lead pipe continue firm at discount of 5 per cent, the new discount announced last week. Traps and bends have been changed from 35 per cent. off list to 40 per cent. off list.

Spelter Unchanged.

Primary markets closed to-day at £20 12s 6d, marking a drop of 2s 6d from yesterday's price, which was same as that of a week ago. A firmer tone exists in the market however, and during the past few days a great number of orders have been rushed in. Locally prices hold at $6.75 per ton.

Better Feeling in Iron.

At primary sources iron closed to-day at £55, which compared with £55 3s of week ago shows practically no change. American market has taken on a healthier tone, and advanced 50c to 75c per ton. This feeling is also reflected here, but as yet prices hold at last week's level.

Plates and Sheets.

Rather sudden and unexpected advances have been taking place in Belgium lately on all plates and sheets. Some time ago market was quite weak there, but now appears to be regaining rapidly. This same feeling of strength is being reflected here also.

Sheet Copper.

Owing to indefiniteness as to source of immediate supply following strike in copper mines, some mills refuse to make any quotation on sheet copper. On primary sources prices have advanced about ¾c during the past ten days, and continue firm at new level.

Decline in Poultry Netting for 1914.

Last week discounts on 1 and 2 inch mesh poultry netting were dropped to 50 and 10 per cent, and ½ and ¾ mesh quoted net. These new prices, however, apply to 1914 delivery only, and orders booked to-day will have to be booked at the old price. New net prices on ½ and ¾ mesh have not yet been definitely announced.

Advance in Price of Shot.

Shot, which up till this week has been quoted 47½ per cent. off list, has now advanced to 45 per cent. off list.

Wire Nails.

This week Gananoque has been taken in on the f.o.b. price, so that now hardware merchants there will get their nails at $2.30 base. Prices here continue firm at the $2.30 base level, which was arrived at last week.

Fruit Presses.

In preparation for the heavy fruit season a good trade is now being done in fruit presses and all accessories. Prices on these are: Regular family fruit presses, from $1.75 to $8.50, according to size and quality.

QUOTATIONS ON METALS

Lead Pipe	7½c less 5%
Lead Waste Pipe	9c less 5%
Traps and Bends	35%
Half and Half Solder	27½c to 28½c
Wiping Solder	25½c to 26½c
Ingot Aluminum	21c lb.
Pattern Aluminum	23c lb.
Copper	$16.50 to $16.85.
Tin	43c—45c lb.

Lumbering Supplies.

With this week begins the demand for axes and all lumbering supplies in preparation for the winter season. Prices on chopping axes vary for different brands, but range from about $6.25 to $9.00.

Harvest Tools.

Sorting orders for all lines of harvest tools, but particularly for hay forks, hay fork pulleys and hay fork rope still keep coming in freely. Quotations on rope are as follows: Sisal, 12c base; pure Manila, 17c base; British Manila, 13c base, and African hemp, 13c base.

Arms and Ammunition.

Trade continues heavy in all lines of arms and ammunition in preparation for a heavy demand with the opening of the hunting season. This is the time when retailers should go over their stock and replenish it before the rush commences.

TORONTO.

Toronto, July 31.—The better feeling noticeable in the metal markets last week still exists. Considerable improvement has been shown during the past two weeks. A very fair volume of business is being done, and metal merchants report conditions as being very satisfactory. Caution is being observed in buying. Collections are also receiving a good share of attention. Lead and copper have advanced in price, while tin has declined. An advance has taken place in the price of lead pipe. Paint manufacturers are still busy, and a good volume of business is being done for this season of the year. Prices on oil and turpentine are unchanged, and the demand is slow at present.

Hardware jobbers report business as being very satisfactory, and, although this is the quiet season and many of the travellers are on their vacation, there are a large number of mail orders coming in. The stove trade is quiet at present, but shipments of booked orders have commenced, and will increase in numbers from now until the commencement of the cold weather. Prospects for a large fall business are very good in hardware stoves and paints.

Advance in Lead Pipe.

The discount on lead pipe is now 5 per cent., instead of 10 per cent. as formerly. Lead pipe is quoted at 7½ cents, less 5 per cent.; lead waste pipe 9c, less 5 per cent.; traps and bends remain unchanged at 35 per cent.

Advance in Copper and Lead.

Lead has advanced 10 cents per 100 lbs., and is quoted locally from $5.85 to $6. Copper has advanced 50c per 100 lbs., and is quoted locally from $16.50 to $16.85.

Decline in Tin.

Tin has declined 1 cent per lb., and the local price ranges from 43c to 45c lb.

Other Metals.

Iron and spelter are unchanged; ingot aluminium is quoted at 21c lb., and pattern aluminium at 23c lb.

Solder is still quoted from 27½c to 28½c lb. for half-and-half. Wiping solder is quoted from 25½c to 26½c. Several orders for galvanized iron, Canada plate, etc., are ready for August 1st shipment.

Iron pipe remains unchanged. Quotations are shown in current market quotations.

Builders' Hardware.

On account of a large number of buildings nearing completion, there has been a very good demand for builders' hardware. Lock sets, sash fasts, casement adjusters, nuts, parlor door hangers, push plates, cupboard catches and other lines of builders' hardware are in good demand at the present time.

Bolts, Screws.

Carriage and machine bolts, coach screws, etc., are in fair demand at discounts shown in current quotations. The new standard list on carriage bolts adopted July 17, 1913, appeared in the last issue of Hardware and Metal. All ¼-inch sizes have been omitted in the new list, and dealers wishing ¼-inch sizes will have to figure on the next higher list.

Summer Goods.

Fly swatters, fly traps, fly paper, fly killers, etc., for destroying the fly pest are in good demand, and it is wonderful the business that has been worked up in these lines during the past two years. The lines are carried by a large section of the hardware trade and afford a nice margin of profit. There has been a big demand this season for screen doors, windows, etc.

The hot weather has caused a good demand for refrigerators, ice cream freezers, electric fans, lemon squeezers, hammocks, lawn swings and seats, oil and gasoline stoves, etc. The fruit preserving season has created a good demand for enamelware, aluminumware, tinware, fruit funnels, presses and other utensils used during the preserving season.

Harvest Tools.

There is a good demand for harvest tools, hay forks, pulleys, harvest mitts, mower sections, machine oil, oilers, and other lines used in connection with harvesting. Farmers are busy, and only visit the towns and cities when they find it necessary to purchase supplies. Ladders for fruit picking are also in good demand at prices shown in current quotations.

Rope Twine, etc.

The demand for twine continues good. A slight falling off is reported in the demand for rope. Quotations are unchanged. Pure Manila rope is still quoted at 17c base; British Manila, 13c base; African hemp, 13c base; Sisal, 12c base; binder twine, 650 ft. to lb., 12½c lb.; 600 ft. to lb., 11c lb.; 550 ft. to lb., 10c lb.; 500 ft. to lb., 9½c lb.; 5-ton lots, ⅛c lb. allowance; 10-ton lots, ¼c lb. allowance.

Sporting Goods.

A number of booked orders for arms and ammunition have been shipped. Quite a large number, however, are for August delivery. There has been a falling off in the demand for some lines of summer sporting goods. Quite a number of retailers are conducting summer clearing sales, and are selling some lines of sporting goods at reduced prices in order to prevent the necessity of carrying them [illegible]s

DISCOUNTS ON BOLTS AND NUTS

Carriage Bolts ($1.00 list 3-8 in dia. and smaller	60,	15%
Carriage Bolts ($1.00 list) 7-16 in. dia. and larger		55%
Machine Bolts, 3-8 in. dia. and smaller	65,	5%
Machine Bolts, 7-16 in. dia. and larger		57½%
Sleigh Shoe Bolts, 3-8 in. dia. and smaller	55,	10%
Sleigh Shoe Bolts, 7-16 in. dia. and larger	50,	5%
Coach and Lag Screws	70,	10%
Skein Bolts	70,	10%
Square Head Blank Bolts		57½%
Bolt Ends		57½%
Plow Bolts	55,	5%
Elevator Bolts		60%
Fancy Head Bolts		50%
Shaft Bolts ($3.00 list)		50%
Step Bolts, large head ($3.00 list)		50%
Whiffletree Bolts		50%
Nuts, square		4c. off list
Nuts, hexagon		4¼c off list

not mean that they are discontinuing the line, for many hardware firms now find the sporting goods section to be one of the best paying departments in the store. By clearing out odd lines at the end of the season they are enabled to start next season with a fresh stock.

Electrical Goods.

A good demand continues for electrical goods. One line for which there is a particularly good demand is the electric iron; it is extremely popular for hot weather use, and eliminates much of the unpleasantness connected with ironing day in the hot weather. Irons are being offered from $2.75 to $5 each. The electric toaster is also in good demand, and large numbers are being sold. There has been a slackening off in the demand for vacuum cleaners, but an improvement will take place with the advent of fall weather. The electric cleaner has become very popular. Coffee percolators, samovars, disc stoves, etc., are in fairly good demand.

Wire Nails, etc.

Wire nails are still quoted at $2.25 base, and are in fair demand. Barb wire is quoted at $2.42½. Flat head bright screws, 85-10-7½ per cent.; round head bright screws, 80-10-7½ per cent.; flat head brass screws, 75-10-7½ per cent.; round head brass screws, 70-10-7½ per cent. Poultry netting is being booked for next season at 50-10 per cent.

The Stove Trade.

Business is rather quiet at present, as this is a between season for the stove men. Prospects for fall business are exceedingly bright, and a large volume of business should be done next fall. There is a good demand here for furnaces at the present time. Some booked orders of stoves have been shipped, and a large number will be shipped during the next month. Many stove travellers are now on their vacation.

WINNIPEG.

Winnipeg, July 29.—Interest is centred at present on fall trade prospects and the prospects of the fall trade depend upon the crop. The burning questions in the West to-day are, "How are the crops doing?" and, "How will they yield?" The answer to the first quesiton is that the West has enjoyed two weeks of the very best of weather for the maturing of its grain and it continues. As regards the second the threshing will tell. With a good harvest there will be a good average crop over the entire West, exceptionally good in places and only a half crop in a few others. Your correspondent has just returned from a three thousand-mile trip by motor and railway and found things looking well and would judge that harvest will start about Aug. 15.

Country merchants seem quite hopeful and look for a busy fall and winter. For the present wholesale hardware business is not particularly active but by no means dead. Fall sporting goods are moving fairly well and harvest tools, repairs and harvesting and threshing supplies in general are quite brisk. There is still a good demand for builders' supplies in Winnipeg, but there is very little demand from outside points.

Stoves and Furnaces.

A leading stoveman told me to-day that he anticipated sales in Winnipeg of all kinds of heating apparatus would be quite up to average but that there was no doubt that there was not much doing in many of the towns that made a good showing last year. This, was, however, to some extent counterbalanced by an active trade in new districts and new towns. "It is too soon to talk," he said. "No one is inclined to take chances, once the crop is safe business will pick up. This weather is, however, most encouraging, and I guess we shall come out on top."

Business in refrigerators, freezers and summer lines generally is over for the season and proved much more lucrative and extensive than was anticipated.

Paints and Oils.

There is a big demand for lubricating oils at all country points as is usual from the time hay harvest commences until threshing is over and there is no falling off in the general demand for paints and oils in the city and from country points. It is noticeable that farmers are learning at last the value of paint. An old gentleman whom I caught in the act of painting his barn, said that he guessed paint was the greatest money saver he knew of.

In heavy hardware and metals there is little news of interest except that it is at last becoming possible to get orders for plate, etc., filled by the mills in something like reasonable time.

IMPERIAL STEEL AND IRON PLANT.

Prince Albert, Sask.—An announcement has been made by the Imperial Steel and Iron Co. regarding the plant they have commenced to erect in this city. When completed the works will be capable of handling 4,000 tons of iron per month, and will employ from 600 to 700 men.

The site covers 31.4 acres and the buildings number eleven in all as follows:

A jobbing sheet and plate mill, containing galvanizing and paint shops, 80 ft. x 208 ft.

A horseshoe factory, run by electricity and provided with the latest improved horseshoe benders, presses, punches and drubbers.

The finishing mill, 260 ft. x 80 ft., will contain a 9 ft. and 12 ft. finishing mill, or a Belgian train, and two h.p. waste heat boilers for steam generating. The combination muck bar and bar crane is located in a building 200 ft. x 80 ft., which will also house 250 h.p. waste heat boilers and a 700 h.p. engine.

The scrap shearing and preparing department is provided with 7 pairs of shears—largest pair weighs 12,000 lbs., and will cut steel 6 feet in diameter when cold.

The power house is divided into two portions, half of the building to be used as a boiler house, with 1,000 h.p. boilers and the other half for electric generators.

The other buildings comprise warehouses, storing sheds, etc.

The company intends manufacturing horseshoes, plates for bridges, iron and corrugated sheeting.

RE. THE JOINT STOCK COMPANIES' ACT—MANITOBA.

It may not be generally known that at the last session of the Manitoba Legislature an amendment to the Manitoba Joint Stock Companies' Act was passed, to take effect as from the 1st of June, this year.

This amendment makes it compulsory for all joint stock companies to have the word "Limited" or "Ltd." placed after their names on all of their stationery and literature, as well as on the signs on their places of business.

HARDWARE FIRM WANTS CATALOGUES.

Messrs. Marshall-Ecclestone, Ltd., hardware merchants, Porcupine, have opened a fine new store in the town of Timmins, Ont., retaining the Porcupine store as a branch. The head office of the firm will be at Timmins in future, and they will be glad to receive catalogues and discount sheets from manufacturers and jobbers for their new place of business.

London, Ont.—The British American Oil Co. have secured a permit for the erection of an $8,000 warehouse on the east side of Adelaide St., between Bathurst and Horton St.

Methods of Retailing Paints and Varnishes

Have Your Brand of Paint Specified

Buildings Begun This Spring Are Now Nearing Completion and Painting Contracts Are Ready to be Let—See Architects and Builders and Get Your Brand of Ready-mixed Paint Specified—Hand-mixed Paint is Often Used Through Negligence of Dealers.

A hardware merchant in a fair-sized town stated some time ago that he could not understand why owners of buildings in course of erection, allowed the painters to use hand-mixed paints and use materials of their own choosing. He also stated that the architects did not specify any particular kind of paint with the exception of stating which colors were to be used. Several new residences and buildings had been erected in his town during the season and only in one or two cases did the owner of the building make any enquiries regarding ready-mixed paint. The writer asked how he (the dealer) supposed the painters obtained the contracts for the painting and he said he supposed they went after the job and told the builders that hand-mixed paints were the best and quoted prices on the work. The question was then asked as to what he had done to secure the contract for supplying the paint and he was forced to admit that, "nothing had been done," as he supposed the owners would know by this time that ready-mixed paints were superior to the hand-mixed products.

The reason the painter obtained the contract for both work and material was because he went after what the hardware man was waiting for. The hardware dealer was sitting down waiting for the business to come to him and the painter was out digging up business. The painter hunted up the prospect and if the prospect suggested ready mixed paints, the chances are that the painter advanced his arguments why hand-mixed paints were better and, as no one came forward to refute the statements of the painter, he obtained the contract for both labor and material.

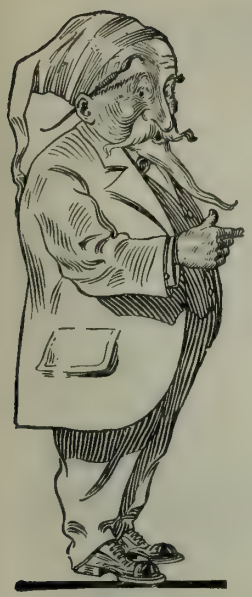
Supposing the same prospect had been approached by a well informed salesman from the hardware store, with a thorough knowledge of the paint line and who could present intelligently the many convincing arguments in favor of good ready-mixed paints. The chances are that the order for material would have gone to the hardware dealer.

There are so many arguments in favor of good ready-mixed paints that, if they are presented intelligently by a man who himself believes in them, they can hardly help but convince the most skeptical prospect that the ready-mixed product of a reliable manufacturer is the most durable and economical that can be procured. When efficiency is considered, the made-to-guess methods of the average painter cannot be compared with the methods employed in a modern paint factory. The reason why many hardware dealers lose good orders for paint is because they do not go after them. The average property owner knows very little about the mixing of paints and has to be shown. He generally gives his order to the man who "shows him." If the hardware merchant is going to sit still and allow the painter to gather in these orders, the hardware merchant is going to miss a large number of good orders. If on the other hand the dealer goes after this business in the proper manner, the chances are that a large number of builders and architects will specify the brand of paint sold by the dealer.

There are at the present time and will be for the next two or three months many new residences, offices and other buildings in the last stages of completion. One of the commodities that will figure largely in adding the finishing touches is paint. Paint is a necessity in every building and is largely responsible for the appearance of the building when it is completed. This is particularly true regarding the interior appearance. In some cases the contracts are already awarded, but many remain open. Why not go after the builders and architects in your locality and see if you cannot sell the brand of paint you are handling. You have stronger arguments than the painter and every building on which your paint is used will stand as a good advertisement for the line you carry. There is plenty of work for the painter to do in applying the paint. A large number of painters really believe that the high grade ready-

Continued on page 58.

A fine display of paint in the store of the Fawcett Hardware Co., Saskatoon, Sask.



LEATHERETTE

FOR COZY ROOMS

How much like leather! That's what everybody says after they are let into the secret that the covering on your hall, den or living-room is not the real hide of some former living quadruped — but LEATHERETTE. So good an imitation is it, that it is finding its way into all classes of homes, and has become

A POPULAR SELLER

As a decorative material, it will set off to advantage the best furnishings in the home, and is unsurpassed by other wall coverings at any price. It is sanitary, and will outlive any wall paper ever made. It will certainly pay you to handle LEATHERETTE.

Let us tell you all about it

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
Winnipeg

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

AFTER 12 YEARS

This Berry-Finished Floor is Still Bright and Lustrous.

Pittsburgh, Pa., March 4, 1913.

Berry Brothers:—

Some twelve years ago the writer put down in his residence a hardwood floor, and in finishing it used Berry Brothers' Liquid Granite. In time, the women folks got to using a floor wax to polish it until the wood had become completely hidden with a dirty color. Three years ago we decided to remove the wax and varnish and refinish. A solution of soup, ammonia and warm water was used. We found after the wax had been removed that the soap and water had no effect on the varnish, except to clean and brighten it, and we are now using the floor with the original finish of Berry Brothers' Varnish, and still find it superior to any finish we have ever seen.

Yours very truly,

GEO. HODGDON.

An architect is one of the severest of varnish critics. He insists on good varnish—durable varnish—not only in his home, but in the many different kinds of buildings he erects for clients.

Knowing good varnish and who makes it is a necessary part of the "know how" of his profession.

In the experience of George Hodgdon and thousands of other architects and users throughout the land, Berry Brothers' Liquid-Granite is "Superior" in durability, lustre and "all-'round" finishing value.

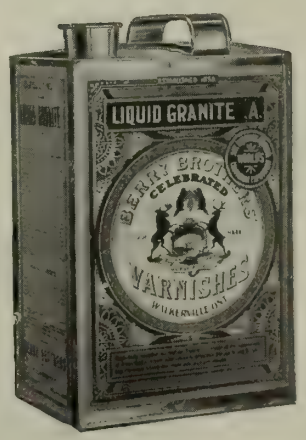
It has been used as a floor varnish for thirty years and has stood the test of water, abuse and hard wear. Each year it has gained in popularity

But it is not alone as a floor varnish that Berry Brothers' Varnishes excel. They are used for hundreds of different purposes and are responsible for a good share of the beauty and usefulness of thousands of manufactured articles.

55 years of honest making and honest service are back of every Berry Brothers' product. This means much to every varnish user, present or prospective. Berry Brothers' label can be your guide to the varnish that will serve you best. Our service department is also at your disposal in helping you determine whether your present finishes can be improved or the cost reduced.

When you think of varnish, think of Berry Brothers' Varnish—"The Varnish with a Pedigree." Use and specify Berry Brothers.

Here are a few of our principal products:



LIQUID GRANITE:—For finishing floors in the most durable manner possible.
LUXEBERRY WOOD FINISH:—For the finest rubbed or polished finish or interior wood-work.
ELASTIC INTERIOR FINISH:—For interior woodwork exposed to severe wear, finished in full gloss.
ELASTIC OUTSIDE FINISH:—For all surfaces, such as front doors, that are exposed to the weather.
LUXEBERRY SPAR VARNISH:—For yachts, boats, canoes and other marine uses, outside or inside.

BERRY BROTHERS
Established 1858
FACTORIES
Detroit, Mich. Walkerville, Ont.

Weekly Market Report --- Paints

MONTREAL.

Montreal, July 30.— Though this is rather the off-season in the paint business, the volume of trade is keeping up well and continuing to point out 1913 as the record year. From a price standpoint only one change is to be announced this week, namely an advance of 15 cents in the price of dry white lead. Apart from that all lines continue in much the same condition as last week.

Linseed Ooil.

Oil market in England is firmer, and on primary sources a larger price is being asked here so that indications would point to an advance on local market. Flax seed is rather higher, but though reports being received all speak favorably of the growing crop, still there is such a large demand for oil that there would appear little chance for any lower prices.

Dry White Lead.

In view of the higher prices and greater firmness in the lead market prices on dry white lead have this week been advanced 15c. Market continues strong for lead products and with good demand shows possibilities of going even higher.

Turpentine Unchanged.

Some slight fluctuations have been recorded during the past week in turpentine in the south, but on the whole the market holds pretty firm. Prices locally remain at 56c per Imperial gallon for 1 to 4 barrel lots and 55c for 5 or more barrels.

Glass and Putty.

Demand for glass is fair and prices firm owing to increased cost of production in Belgium. No advance has as yet been recorded, but such a thing would not cause much surprise amongst the jobbing trade at present.

Putty continues in heavy demand so that manufacturers find it hard to turn out enough of it. Prices, however, hold unchanged.

Paris Green.

Demand for paris green has fallen off greatly during past couple of weeks. Prices are still unchanged at: Barrels 19c per lb.; 250 lb. kegs, 19¼c per lb.; 50 lb. drums 20¼c. per lb.; 1 lb. packages 22½c per lb.; 1 lb. tins 23½c per lb.; and ½ lb. packages 24½c per lb.

TORONTO.

Toronto, July 30.—There is practically no change in the paint market, and conditions are much the same as during the previous week. There has been a slight falling off in the demand for some lines, but this is expected at this season of the year.

No price changes have taken place, although linseed oil is firmer. Turpentine is unchanged, and the demand is not very heavy at present. It is reported that producers in Georgia and Florida are dissatisfied with the prices they are getting, and many of them do not intend to chip the trees this fall. It is also said that many owners are withdrawing their employees and curtailing operations. The market has been weak for some time and the demand has not been very heavy. The demand may pick up considerably towards fall, and this would have a tendency to increase the price. A number of travellers are still on their vacation.

Linseed Oil.

Linseed oil remains unchanged, although firmness is shown in the market. Flaxseed has advanced in price, and it is reported that the acreage devoted to the growing of flax this year is considerably smaller than last year. The holiday season has interfered with business and caused a slackening in the demand for oil. No change in price has taken place since July 11. Raw linseed oil is still quoted at 61 cents per gallon in single barrels and boiled linseed oil at 64 cents per gallon in single barrels with the usual quantity reductions.

Turpentine Unchanged.

Turpentine market is weak. Single barrels are quoted in Toronto at 56c per Imperial gallon in single barrels; 2 to 4 barrel lots at 55 cents per Imperial gallon. The demand for turpentine and resin has slackened off considerably.

Lead Unchanged.

White lead is still offered at last week's quotations and no change is noted in Toronto. The ruling price is $8.40 in less than ton lots and $8.20 in ton lots. There is a good seasonable demand.

Glass and Putty.

There is a fair demand for glass and quotations remain unchanged. The few import orders are arriving. Putty is also in fair demand. Standard putty is quoted at $2.50 in casks $2.70 in 100 lbs.; $3.00 in bladders.

Paris Green.

Demand for paris green is fair, prices remain unchanged as shown in current market quotations.

Gasoline, Benzine, Etc.

There is a good demand for gasoline and benzine, the former is quoted at 25 cents per gallon in single barrels and the latter at 24½ cents per gallon in single barrels.

Wood alcohol is quoted at $1.00 per gallon in 5 gallon lots.

A good demand continues for ready-mixed paints. Varnishes are also in good demand. A large number of buildings are now nearing completion and this creates a good demand for many lines of interior finishes. Taken as a whole the paint markets are in a very satisfactory condition.

HAVE YOUR BRAND OF PAINT SPECIFIED.

Continued from page 56.

mixed paint is superior to the hand-mixed product, but they are reluctant to admit that such is the case. There are also many painters who use large quantities of high-grade ready-mixed paints and recommend their use. There is a large amount of paint business among the builders in your locality if you only go after it. You will find that they will soon fall in line and that the paint you handle will be specified on many of the new buildings in your locality. There is a large paint trade that comes to you without much solicitation, but there is still a large amount of trade to be secured by the dealer who will go after it.

THE JAS. STEWART MFG. CO. PICNIC.

The annual picnic of The James Stewart Manufacturing Co., Woodstock, Ont., was held last Saturday at Fairmount Park. Fine weather, a fine program and an abundance of refreshments helped to make a big success of the annual picnic.

This picnic is always looked forward to by a large number of the people of Woodstock, outside the factory employees, and these were not disappointed on Saturday. The race program was well handled by Wm. McLaughlin and his assistants.

The married men of the shop had a merry time of it trimming the single men at baseball, by a score of 8 to 1.

After the sports program, refreshments were served free to everybody present.

LARGE ORDER FOR SEATS.

The Stratford Mfg. Co., Stratford, Ont., have received an order from Parks Commissioner Harris, of Toronto for 700 of their largest lawn seats for use in the National Exhibition grounds, Toronto.

—enables you to go after and get the Enamel orders for the highest class of finishing in the public buildings and fine residences in your locality.

Affords you a good margin of profit.

B-H "English" Enamel is the most free flowing, densely covering, lustrous and permanent of White Enamels, whether home produced or imported.

It is put up in most attractive enameled packages.

Write our nearest office.

BRANDRAM-HENDERSON
LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb.$10 25 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Allumin-oid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

"Alonzo W. Spooner, Ltd."
Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.
Nicoluminam Grades, No. 1, 2, 3.
Babbitt Metal Grades, No. 1, 2, 3.
Prices, 6c—60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2½ "	12 25	11 00
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 80
" " 4 "	19 80	19 00

BRASS.

Spring sheets, up to 20 gauge	0 26
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.

Standard Compression work, 60 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.

Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.

J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.

Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal	Toronto
		Per 100 lb.
Casting ingot	16 75	16 25
Cut lengths, round bars, ½ to 2 in.		26 00
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		28 00
Copper sheet, tinned, 14 x 60, 14 oz.		29 00
Copper sheet, planished, 14 x 60, base		36 00
Braziers', insheets, 6 x 4		28 00

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summerlee, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	.....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	3 10	3 00
All bright, 52 sheets	3 70	4 15

Galvanized—	Apollo D.	Crown	Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x80	8 90	8 90	9 50
20x28x80	9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 75	3 60	3 75
22-24	3 90	3 75	3 90
26	4 15	4 00	4 15
28	4 40	4 25	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Buttweld Pipe.

Size.	Black.	Galvd.
¼ in.	2 28	3 18
⅜ in.	2 28	3 18
½ in.	2 72	3 57
¾ in.	3 28	4 43
1 in.	4 85	6 55
1¼ in.	6 56	8 86
1½ in.	7 84	10 59
2 in.	10 55	14 25
2½ in.	16 67	22 52
3 in.	21 80	29 45
3½ in.	26 22	35 42
4 in.	31 07	41 97

Standard Lapweld Pipes.

Size.	Black.	Galvd.
2 in.	11 66	15 36
2½ in.	17 26	23 11
3 in.	22 57	30 22
3½ in.	27 14	36 34
4 in.	32 16	43 06
4½ in.	36 20	48 90
5 in.	42 18	56 98
6 in.	54 72	73 92
7 in.	80 92	109 50
8 in.	97 92	132 50
9 in.	117 30	162 20
10 in.	140 10	189 50
12 in.	172 40	238 30

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60; fittings, 60 and 5 p.c.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30. $1.15; 18x36, $1.95.

Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb	0 11½	0 11¼
Light copper & Bottoms.	0 10½	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail), ipg. 110 lbs.	5 50	5 50
Imported pig, per 100 lbs.	5 50	5 50
Bar pig, 100 lbs.	5 75	5 85
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, 5 per cent. off.

Lead waste pipe, 9c; 5 per cent. off.

Traps and bends, 40 per cent.

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guarant'd.	0 27½	0 28
Wiping $.	0 25½	0 26

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb.	6 75	7 00

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. Ingots, 100 lbs.47 00 0 44

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

"Dominion Crown Best"—Double.

COATED, TISSUED.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base	4 50
20x28, double box	9 00

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	8 25
I X, Terne Tin	9 75

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet bxs.)
XX, 14x60, 50 sheet bxs.) 7 50
XX, 14x65, 50 sheet bxs.)

TINNED SHEETS.

72x30 up to 24 gauge, case lots	8 50	....
72x30 up to 26 gauge, case lots	8 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Other sizes, 50 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c. bagging and papernigs 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

PAINTS, OILS SAND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.60
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.00

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

PAINTISMS

What does it matter to you if a factory is twenty acres big—so long as it's equipped to turn out the best paint?

What difference does it make whether a maker grinds out a million gallons of paint a day, or earnestly makes just enough of the kinds you need?

What do you care about a sample room paint test on prepared paper or panel, when your customer can only be convinced by a time exposure test on buildings?

What is the use of your wasting time arguing cohesion, paint blocking and a lot of other technicalities to people who are more interested in 100 per cent. Pure White Lead, Zinc and Linseed Oil Paint?

Why not investigate the advantages of selling "the line of least resistance"—100 per cent. Pure Paint.

The Martin-Senour Co., Limited

CHICAGO Montreal LINCOLN
HALIFAX TORONTO WINNIPEG

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure..	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.		Per lb.
French medal		0 14
German common sheet		0 10
German prima		0 17
White pigsfoot		0 21
Brantford medal	....	0 10
" golden medal	....	0 11
" brown sheet	....	0 10
" Golden sheet	....	0 13
" Gelatine	....	0 22
" white gelatine	....	0 22
" white glue	....	0 12
" 100 flake	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	....	0 13
XL	....	0 11½
CL	....	0 12
C	....	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb....	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb....	0 20½
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb..	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb..	0 23¼
In ½ lb. pkts., 100 lb. cs, lb...	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs....	0 08¾

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base....		2 00
Canada Paint Co.'s pure..	1 75	2 00
Globe house paint (Windsor)....		1 60
"New Era" house paint (Windsor)		1 85
Benj. Moore Co.'s "Egyptian" Brand		1 50
Moore's pure linseed oil, H.C..		1 65
Brandram-Henderson's "English"		2 00
Ramsay's paints, pure		1 80
Ramsay's paints, Thistle		1 60
Martin-Senour, 100 p.c. pure....		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co.		
Jamieson's Crown and Anchor brand		1 60
High Standard		2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.

Standard	Montreal	Toronto
Bulk, in casks	2 30	2 50
Bulk, 100 lb. drums	2 50	2 70
Bladders, in bbls.	2 80	3 00

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.	5 90	5 75
No. 1 kegs, per 100 lbs.	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15
U. S. Water White	.17	15½
U. S. Pratts Astral	.21½	17½
Castor Oil, per lb. in bbls..	8¼	8½
Black Oil, Summer	12c	12c
Black Oil, Winter	.14	14
Cylinder Oil, Green	.35	35
Parafine Oil	.22	20
XXXX Machine	.22½	21
Benzine	.27½	24½
Motor Gasoline, in drums...	24½	24½
Motor gasoline	.27½	25
Pure turpentine, single bbls..	56	56
Linseed Oil, raw, single barrels	.60	61
Linseed Oil, 3 to 5 bbls.	.59	60
Linseed Oil, 6 to 9 bbls.	.59	59
Linseed Oil, boiled— single bbls.	.63	63
3 to 5 bbls.	.62	62
6 to 9 blbs.	.62	61
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots ..	7.25	8.00

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps, brown japan	1 00
No. 1 brown japan	0 90
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 30
B.H. Ltd. "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish....	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots. Per 100 lbs.	Montreal	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure..	8 25	8 20
Crown and Anchor, pure.	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 00
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd....	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

ANVILS.

Buckworth, per lb.	0 10¼

AMMUNITION.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 2½ p.c.; "22 cartridge smokeless," 50, 5, 20 p.c.; B. B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits	30 and 10
Irwin's auger	45
Gilmour's auger	70
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr.		0 80
Richards Wilcox No. 117 P.D. Hanger, full set		2 75
Stearns wood track		Special
Zenith	....	9 00
Atlas, steel covered	5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin angers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common, new, $1 list.	
Carriage Bolts, ⅜ and smaller..	60 & 15
Carriage Bolts, 7-16 and up	55
Carriage Bolts, Norway Iron ($3 list)	55 & 15
Machine Bolts, ⅜ and less	65 & 5
Machine Bolts, 7-16 and up	57½
Plough Bolts	55 & 5
Blank Bolts	57½
Bolt ends	57½
Sleigh Shoe Bolts, ⅜ and less.	55 & 10
Sleigh Shoe Bolts, 7-16 and larger.	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes	4c per lb. off
Nuts, Hexagon, all sizes.	4¼c per lb. off

Stove rids, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll....		0 95
O.K. Paper, No. 1, per roll		0 95
O.K. Paper, No. 2, per roll		0 70
Plain Fibre, No. 1, p. 400 ft. roll		0 50
Plain Fibre, No. 2, p. 400 ft. roll		0 35
Tarred Fibre, No. 1, 400 ft. roll.		0 62
Tarred Fibre, No. 2, 400 ft. roll.		0 43
Tarred Fibre, Cyclone, 25 lbs., roll		0 62
Dry Cyclone, 15 lbs.		0 50
Plain Surprise, per roll		0 42
Resin sized Fibre, per roll		0 42
Asbestos Building Paper, p. cwt.		3 25
Heavy Straw, plain and tarred, per ton		36 00
Carpet felt, per cwt.		2 60
Tarred wool roofing felt, cwt.		2 00
Pitch, Boston or Sydney, 100 lbs.		0 85
Pitch, Scotch, per 100 lbs.		0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 60	3 00
2 Ply Ready Roofing, per sq....		0 75
3 Ply Ready Roofing, per sq....		0 95
2 Ply Ready Roofing, per roll....		1 15
3 Ply complete, per roll		1 35
Liquid Roofing Cement, bbls., per gallon		0 17
Liquid tins cement, 5s		0 19
Crude coal tar, per bbl.		4 50
Refined coal tar, per bbl.		5 00
Shingle Varnish, per bbl.		5 00
Caps, per lb.		0 05
Rails, per lb.		0 05
Mop Cotton, per lb.		0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000.	23 00	28 00
" English	17 00	21 00
" American, low ..	23 00	25 00
" " high..	27 50	31 00
Fire clay (Scotch), net ton..	....	5 50
Fire clay (American), net ton	5 00	10 00

CHALK AND PENCILS.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr.	2 40	6 75
Crayons, per gross	....	0 20

CHISELS.

Cold chisels, 5 x 6 in., doz..	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

12 in., doz. prs.	4 65	4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case..	4 50
8 lb. size, 2 doz. in case, case....	7 20
17 lb. size, 1 doz. in case, case...	6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths	3 45
3 " " "	4 20
4 " " "	5 63
5 " " "	7 60
6 " " "	9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

COPPER AND NICKLE WARE.

Copper boilers, ketties, 40 per cent.
Copper tea and coffee pots, 40 per cent.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand)....	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

BLACK DIAMOND
ALEX. McARTHUR & CO.
LIMITED
MONTREAL.
REGISTERED TRADE MARK

F. J. COX, Winnipeg—Agent

Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade.

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.
A strong selling point aside from its durability is that it keeps the **house cool in summer and warm in Winter. Investigate** at once. **Get our Prices.**
We also manufacture a full line of wrapping papers.

RED S BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

The Highest Quality Prevails in

HEINISCH RING HANDLE ***Tinner Snips***

Heinisch Goods have an undoubted reputation for their high quality and serviceability.

A display will bring the particulars buyers your way and the value will retain them as regular customers.

Our firm name, which is stamped on every article, is our guarantee of satisfaction.

We manufacture a full line of Tinners' Snips, Tailor's Shears, Scissors, Trimmers, etc.

Your jobber has them.

R. HEINISCH'S SONS COMPANY Newark, N.J., U.S.A.

ROBERTSON SOCKET HEAD WOOD SCREWS

Will Give the Wood Worker the Best Satisfaction

They Save Time, Labor and Material

This is a real wood screw. A specially designed screw driver fits snugly into the square hole, and there it stays until the work is done.

This is the only wood screw of this type on the market and it is invaluable to carpenters, cabinet-makers, carriage-makers and for electric wiring.

Be sure to stock a few.

We manufacture high quality **Hand Drivers, Yankee Bits, Brace Bits, Rivets, Bars, Washers, Nails, Wire,** etc.

Drop us a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft		3 02
10 "	" "	3 31
12 "	" "	3 88
15 "	" "	5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan Globe	75
Black Diamond	66⅔
Delta Files	60
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (English list)	35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	$ 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickery handle, lb lb.	6.25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over..	0 06
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1½-inch, per doz.	5 20
Web	2 45

SISAL HALTERS (SNAP & RING).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12½	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅓	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 40 and 10 per cent.
Star decorated steel and white, 33⅓ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz....	....	2 25
Universal meat chopper, No. 1	....	1 15

Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103..	1 35	2 00

Toasters, 50 per cent.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS, TRESTLES, ETC.

Step Ladders—

Shelf-lock	16c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20 ft., each	$2.60
22	2.86
24	3.12
26	3.38
28	3.64
30	3.80
32	4.16
34	5.10
36	5.40
38	5.70
40	6.00
44	7.48

(COMMON SINGLE LADDERS)

8 ft., each	$ .80
10 ft. ,each	1.00
12 ft., each	1.20
14 ft., each	1.54
16 ft., each	1.76
18 ft., each	1.98
20 ft., each	2.40
22 ft., each	2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

(PAINTERS TRESTLES).

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.00	20 ft., each	6.00

LANTERNS.

No. 2 or 4, plain cold blast, doz.	7 00
Short bowl pattern, doz.	7 00
Japanned cold blast, doz.	7 50
Brass well japanned, doz.	9 25
All brass, doz.	24 00
Cold blast globes, doz.	0 50
Prism globes, doz.	1 20

LAWN HOSE.

Competition	70 5 p.c.
Corrugated, ½ in., ft.	0 13½
Corrugated, ¾ in., ft.	0 17

500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from		12 00
Axes, dozen, from		6 50
Axe handles, dozen from	0 80	3 75
Cross cut saws, per foot	0 25	0 65
Axe wedges, dozen	....	0 25
Ball and heel calks	4 00	4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz....	15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per do z.	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ...... $3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen...... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PIERCED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

CLAY PICKS.

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap ...... per gross 30 00
Indian snap ...... " 25 00

RAZORS.

	Per doz.	
Boker's	7 50	11 00
Boker's King Cutter	11 30	14 40
Henckel's	7 50	20 00
Gillette Safety, each		3 75

Star Safety Razor, 33 1-3 per cent.
Edelweiss 16 00

ROPE AND TWINE.

Sisal rope	0 12
Pure Manila rope	0 17
"British" Manila	0 13
African hemp	0 13
Cotton, 3-16 inch and larger	0 27

Russia Deep Sea line, 7-16 and larger, 18c.
Jute, 7-15 and upwards, 10½c.

Lath yarn, single	0 11¼
Lath yarn, double	0 11¾
Sisel bed cord, 48 feet, per doz..	0 72
Sisel bed cord, 60 feet, per doz..	0 90
Sisel bed cord, 72 feet, per doz..	1 08

Cotton clothes line, 18 per cent. off.

Bag, Russia twine, per lb.	0 27
Wrapping cotton, 3-ply twine....	0 26
" " 4-ply twine......	0 30
Mattress twine, per lb.	0 45
Staging twine, per lb.	0 35

BINDER TWINE.

650 ft., per lb.	0 12⅛
600 ft., per lb.	0 11
550 ft., per lb.	0 10
500 ft., per lb.	0 09½

5 ton lots, ⅛c lb. allowance.
10 ton lots, ¼c lb. allowance.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 20 and 2½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot , doz.... 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs..	2 20
Sectional, ½ lb. each, per 100 lbs..	2 35
Solid, 3 to 30 lbs.	1 63

SASH CORD.

No. 3, per lb. 0 28½
Sash Chain, No. 2, hd. ft...... 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.e.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14 x 18, open 28½ inches	1 00
Perfection window screens, 14 x 15, open 22½ inches	1 30
Model window screens. 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

SCYTHE SNATHSS.

Canadian, 35 per cent.
Scythes, dozen ...... $6.50 [illegible] 00

SCREWS.

	Per cent		
Wood F.H., bright and steel	.85	10	7½
" R.H., bright	.80	10	7½
" F.H., brass	.75	10	7½
" R.H., brass	.70	10	7½
" F.H., bronze	.70	10	5
" R.H., bronze	.65	10	5
Drive screws	.65	10	5
Set, case hardened	.60	10	
Square cap	.50 and 05		
Hexagon cap	.45		

Bench, wood, per doz. $5 00
Bench, iron, per doz. 4 25

BENJAMIN MOORE & COMPANY, Limited

TORONTO, CANADA

MAKE

MURESCO, The best Wall Finish.

SANI-FLAT, The best Flat Oil Paint, Washable and non-poisonous.

MIXED PAINT, Moore's House Colors, second to none.

YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell, the MOORE Line and make more money with less investment.

The Simplest Way to Boost Your Profit is to Handle

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Flat Wall Colours

"They Assure Satisfaction Everywhere"

They please housewives because they can be washed with castile or any soap not containing lye, without losing any of their **beauty,** and are **sanitary** and **very durable.**

It is more economical than distemper colours, and can be used where distemper cannot.

Why not handle "Silkstone" now—it's a real live business getter.

Send your trial order to-day. **Ask for agency proposition.**

G. F. STEPHENS & CO., LTD., Paints and Varnishes WINNIPEG, CANADA Branch at Calgary, Alta.

Dealers Who Handle This Line Satisfy All Paint Customers

Sterling paints are absolutely pure. They are easily applied; cover much surface and are very durable.

STERLING PREPARED PAINTS

QUALITY THAT GIVES SATISFACTION

Why not profit by the experience of other dealers?

We will gladly get you in touch with some of them.

Canadian Oil Companies, Limited, Toronto

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No. 30, per doz.		16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey,30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
Pucks, net, $1.50.

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00

STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths....	7 82
7 inch, per 100 lengths	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS.

and 6-inch common, per doz.....	1 20
7-inch, per doz.	1 35

Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock. 18 75

STONES—OIL AND SCYTHE.

		Dozen		
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in...		2 50	3 10	3 50
Hindostan	per lb.	0 06	0 10	
" slip	"	0 18	0 20	
" Axe	"	....	0 16	
Deer Creek	"	....	0 10	
Deerlick	"	....	0 25	
Axe	"	....	0 15	
Lily White, 6 in., 7 in., 8 in., doz.		6 00	6 60	7 60
Arkansas	"	....	1 60	
Water-of-Ayr	"	....	0 10	
Scythe	per gross	3 50	5 00	

TACKS, BRADS, ETC.

Carpet tacks, blued. 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; liningtacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821..	1 95
" Steel, No. 1840, 50 ft...	....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p. c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p. c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p. c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse Traps	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Trap	0 80
5-Hole Tin Chokers	0 80

VACUUM CLEANERS.

Eureka Electric, each 35 00

VISES.

Per pound	0 12	0 12¾
Hinged pipe vise, 25 lbs..	3 55	
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer ..	180 00
Gem	101 25
I.X.L.	121 50
Winner, C. Cor, No. 2 & 3......	85 00

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz.........	47 50
Eze, 11 in., per doz.................	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141E	51 75
Sunlight, 111	44 50

20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 in...	0 70
" " " 34 in...	1 00
" " " 36 in...	1 25
" " neckyokes, 36 in...	1 25
" " doubletrees, 40 in..	0 95
" " lumbermans, 44 in..	0 95

WOOD HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.

Extra ash fork, hoe, rake and shovel handles, 45 per cent.

Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes, oval and whiffsa,h
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.

Team neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.

All hickory, maple and oak goods, 35 per cent. Wrenches.
Agricultural, 67½ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz..........	4 50
With rim, 18x28, per doz..........	5 00
With rim, 20x30, per doz..........	5 50
Without rim, 18x24, per doz......	4 00
Without rim, 18x28, per doz......	4 50
Without rim, 20x30, per doz......	5 00

IRONING BOARDS.

Size 12x60 ins., per doz..........	5 75
Size 14x60 ins., per doz..........	6 25
Folding, 12x60 ins., per doz......	15 60

SLEEVE BOARDS.

Basswood, stationary, doz...........	1 50
Folding, per doz.	3 50

WASH BOARDS.

Glass, doz.	....
Enamelled, doz.	....

CLOTHES BARS.

3 sections, 4 ft., doz...............	4 25
3 sections, 5 ft., doz...............	5 50
3 sections, 6 ft., doz...............	7 25

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz..... 12 00

CLOTHES PINS.

Common, 5 gross in box, per box	0 65
Spring clothes pins, per box......	....

WOOD WASH TUBS.

Standard size, doz. ....

TUB AND WRINGER STANDS.

Folding frame, doz. ....

(WINNIPEW HARDWARE QUOTATIONS)

(Ax Handles)—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

(Auger Bits)—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William. $3.30 Fort William: Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

(Bolts)—Carriage, 3-8 and smaller, 60; 7-16 and larger, 50; machine, ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅜, 50½c; 7-16 and up, 40½c.

(Bar Iron)—Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

(Blocks)—Steel, 50 per cent.; wood, 60 per cent.

(Cut Nails)—$3.35 per keg base. Wire nails, base, $2.90 Winnipeg.. $2.50 Fort William.

(Copper)—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.
Crowbars—4½c per lb.

(Corrugated Iron)—28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

(Canada Plates)—Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.
(Clevices)—7½c per lb.

(Enamelware)—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

(Files)—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.
(Galvanized Iron)—Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.....	5 10	5 35
26G (equal 28 Amer.)..	4 85	5 10
24G	4 40	4 65
22G	4 40	4 65
20G	4 30	4 55
18G	4 20	4 45
16G	4 20	4 45

(Galvanized Ware)—37½ per cent.

Grindstones—Per 100 lb., $1.65.

(Glass, Window)—single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.21; 71 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

(Horseshoes)—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

(Horse Nails)—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

(Harvest Tools)—50 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

(Hinges)—Light T and strap, 65 per grass, $1.70.

(Iron Washers)—Full box, 40 per cent.; smaller lots, 35 per cent.

(Iron Pipe)—Black, ¼ inch, $2.65; 3-8 inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

(Galvanized Pipe)—¼ inch, $3.75; 3-8 inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

(Logging Chain)—¼ in., $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

(Lanterns)—Cold blast, per doz., $7.25; coppered, $9; dash, $9.

Poultry Netting—50 per cent.

(Plaster of Paris)—Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

Pig lead—$5.25. Lead pipe—Full coil, $6.75 per cwt.; cut coil, $7.75 per cwt.
Lead Waste—$7.25.

(Rivets) and Burrs)—Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

(Rope)—Sisal, 12¼; Pure Manilafi 17¼; British Manila, 13¼c; lath yarn, 11½c.

(Steel Squares)—40 off new list.

(Shovels and Spades)—Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $3.40; No. 8, $9.25; No. 10, $9.80.

Solder—Half and half, $29 per cwt.

(Screws)—Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 60 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., 68c; boiled, per gal., 71c.

(Turpentine)—Per gal., barrel lots, 75c.
(Dry Colors)—White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.25 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a. 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

(Putty)—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3 40
Paris Green, 21½ cents per 112 lb.

Jamieson's "50" FLAT VARNISH

A Varnish that won't show Brush Marks and which gives the rubbed effect to perfection—a most convenient and satisfactory flat finish

R. C. Jamieson & Co.

LIMITED

Established 1858

MONTREAL - VANCOUVER

There's no Experiment Selling "New Era" House Paint

It is so well advertised, known and used that dealers who do not handle it soon realize they are neglecting their own interest as well as that of their customers.

NEW ERA PAINT will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher-priced brands. New Era is perfectly pure and is sold at a moderate price.

Write for New Catalogue and Trado Discounts.

Standard Paint & Varnish Co., Limited

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TRADE MARK KEYSTONE BRAND REGISTERED

NOW IS THE TIME TO ORDER YOUR FALL SUPPLY OF

BRUSHES

Such lines as Stove Brushes, Scrubs, Dandy and Horse Brushes, Stable Brooms, etc., will soon be in great demand. Place your order now and be sure to buy the **Keystone Brand.**

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RAMSAY'S SHINGLE STAINS

preserve the wood and prevent decay. They stand extremes of climate and do not fade.

Tests have shown that for wearing qualities they cannot be surpassed. See that your stock is complete, and get a supply of color cards from us.

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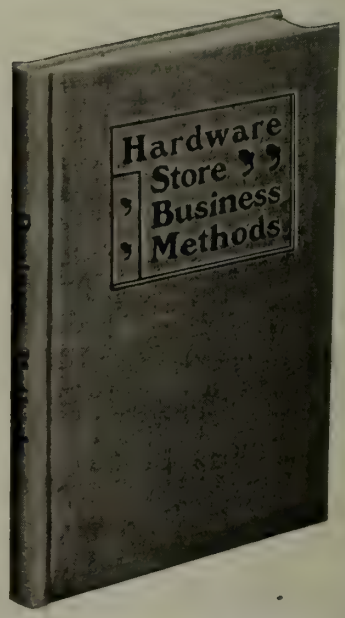
PAINTMAKERS SINCE 1842

HARDWARE STORE BUSINESS METHODS

The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include:—Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price, post paid $1.10



THE MacLEAN PUBLISHING CO., LIMITED

BOOK DEPARTMENT

143-149 UNIVERSITY AVENUE, TORONTO

Here is a Profitable Line of Finishes to Push this Fall

There are a great many people who will be touching up the interior of their homes with paints and varnishes to make them cosy and comfortable for the winter months. In every household there are many articles of furniture, etc., that just need a coat of paint to make them look bright and good as new. This gives paint dealers a splendid opportunity to make profitable sales in some lines by going briskly after this business for the next few months. Here are three splendid finishes for this fall trade:

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SANITONE. A flat drying oil-paint for decorating interior walls and ceilings in the popular soft velvety effects. It is durable, sanitary, and artistic, and can be washed with soap and water without injury. Made in 24 pleasing shades. People are learning more and more how they can beautify their homes inside with a sanitary and durable oil-paint, instead of germ collecting wall paper that fades and requires renewing every year or two. The fall is a splendid time to push Sanitone.

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SUN VARNISH. A good all-round varnish that will meet the needs of your customers for general purposes. It is made of high quality materials by expert varnish makers, and has splendid working qualities; gives equally good satisfaction on doors, store fronts, wagons, boats, porches, ceilings, etc., and inside woodwork, bathrooms, furniture, etc. Nearly every home has use for such a varnish at this time of year.

CP SUN VARNISH STAIN

SUN VARNISH STAIN. For staining and varnishing at one operation. This is an excellent product for renewing the finish on marred or shabby furniture and woodwork. It is made in all the popular hardwood shades. Sun Varnish Stain is a combination of unfading stain and durable varnish that gives great satisfaction owing to its usefulness and splendid wearing qualities.

CP PAINTS & VARNISHES
STAINS, ENAMELS, COLORS
a finish for every surface
THE CANADA PAINT CO. LTD, MONTREAL, TORONTO, WINNIPEG.

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Make Pleased Customers Everywhere

When handling shovels why not protect yourself and your customers by handling the proven best the Lundy?

These shovels are **made of open hearth crucible steel and have an exceptionally strong strap and blade point. They give every** buyer the most value for their money.

Lundy Shovels attract trade because they are splendidly finished. **The quality is the best assurance of re-orders.**

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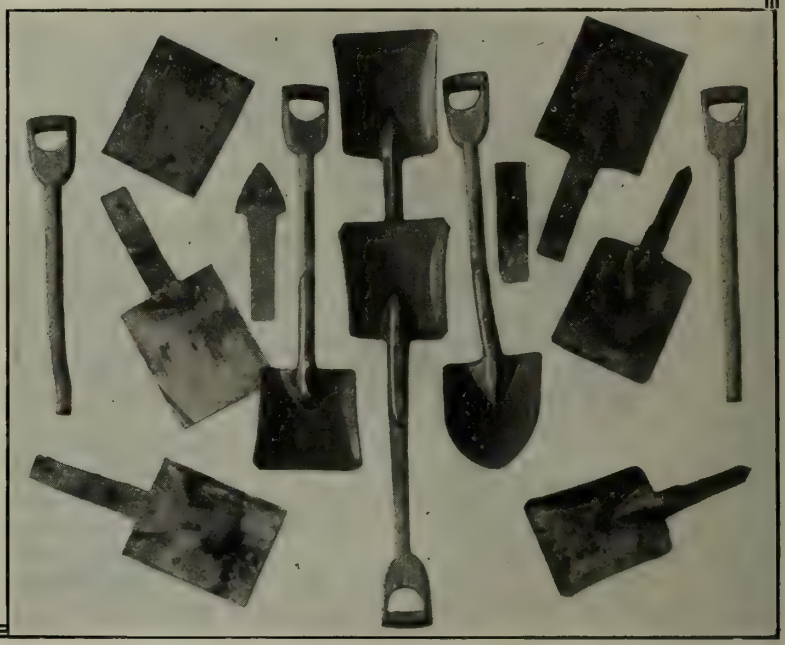

We make three grades so as to completely meet the requirements of the trade.

Ask your jobber. If he does not handle them, write us.

We guarantee satisfaction. We ship quickly.

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The LUNDY SHOVEL AND TOOL CO., Ltd.

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

No. 95.—6 in. long, 7/8 in. cutter. Weight 1¼ pounds. List, each $1.15.

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STANLEY EDGE TRIMMING PLANE

Designed especially for trimming or smoothing the ends of boards, such as sidings, etc., for a square or close fit. The cutter is set on a skew. Every carpenter will be interested in this unique plane.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

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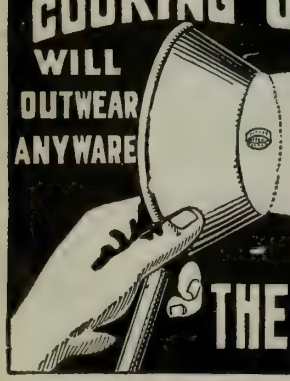
WILL OUTWEAR ANY WARE



"A new light" on the cooking question—We have a new assortment every month. If you are interested in profits, write us to-day.

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Everything in Agriculture
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Sixty-four years' reputation behind each package INSURES THE DEALER.

Lampblacks in bulk that are positively unmatchable in strength and delicacy of tone INSURES THE USER.

THE L. MARTIN COMPANY
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from small investments. Read Hardware & Metal's Want Ad. Page.

Tools Won't Tarnish

If Wrapped In British American
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Ask your Jobber or Manufacturer to wrap all your tools with highly polished surfaces with it.

By keeping tools from tarnishing it saves considerable time and bother in cleaning.

You will have no difficulty in getting jobbers or manufacturers to wrap tools in this paper because it adds distinction to their goods and creates a larger demand.

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It Is Reasonable

BUR-NOR

That Bur-Nor Hatchets should be quick, easy sellers. They are 50 per cent. stronger than the best wooden handled Hatchets made; the blades are carefully tempered in oil.

Wherever hard usage and heavy pulls are required, the "Bur-Nor" delivers the goods. Ask your jobber. If he can't supply you allow us to quote you direct.

The Hatchets you can't beat or break.

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Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

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35 Sizes. Bake Shop Equipment of all kinds.

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Floor Plate.

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Ideal Registers are noted for their selling qualities. The designs are attrative. The perfect castings and excellent finish keep them sold and bring repeat orders.

For six and seven inch pipe. All black or black and white finishes.

Look over your stock and write us to-day for the names of jobbers selling these registers in your territory; also get our booklet showing a large line of stove and furnace trimmings—the kind every dealer uses.

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Fireplace Fixtures	Door Knockers
Waffle Irons	Harness & Coat Hooks
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Mop Sticks	Quilt Frame Clamps

STOVER MFG. CO.,
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WILL INTEREST YOU

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An Auger Bit You Can Depend on. Fully Warranted
FORD AUGER BIT CO. HOLYOKE, MASS.

PEASE "ECONOMY" FURNACES

Write to-day for Catalogue and Prices.
PEASE FOUNDRY COMPANY
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Works: Brampton. Head Office: Toronto. Branches: Vancouver, Winnipeg, Hamilton, Montreal.

How To Sell Amatite

HERE is the argument that sells Amatite to the consumer: imagine yourself using it and see how effective it is—

"Yes, I can sell you the ordinary 'rubber' roofings, but of course you will have to paint them every two years to keep them in good order. Amatite has a mineral surface and needs no painting. You just lay Amatite on your roof and leave it alone. It takes care of itself.

"Amatite weighs twice as much as the other roofings and that means you get twice as much density per foot, and that means durability. Amatite is easy to lay; the nails and cement are supplied free. The price is no higher than a first-class painted roofing and you save all the cost of paint in the future.

"Amatite is made by the biggest company in the roofing business. They couldn't afford to make anything but the best."

These are the kinds of arguments that sell goods. Any sensible customer will see the points as soon as the facts are presented. Sample and booklet on request to nearest office.

Amatite ROOFING

THE PATERSON MFG. CO., Limited,

Montreal, Toronto, Winnipeg, Vancouver, St. John, N. B.
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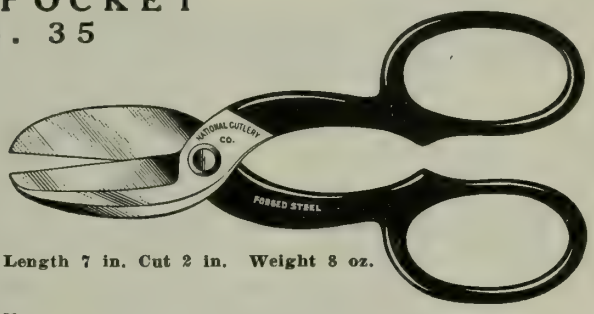
NATIONAL POCKET SNIP No. 35

SALEABLE TO EVERY MAN.

Drop Forged, Light Weight, Convenient Size. List, $1.00 each.

SUPPLIED IN JAPAN OR SPECIAL RUST PROOF FINISH.

There will be more No. 35 Snips sold than any other Snip made.



Length 7 in. Cut 2 in. Weight 8 oz.

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UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

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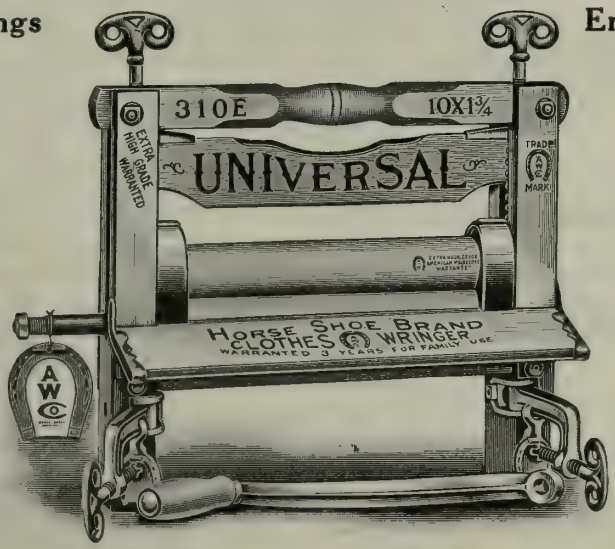
Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.



Enclosed Cog Wheels

Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

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Twelve Medals of Award at INTERNATIONAL Expositions.

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Special Grand Prize
GOLD MEDAL
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Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

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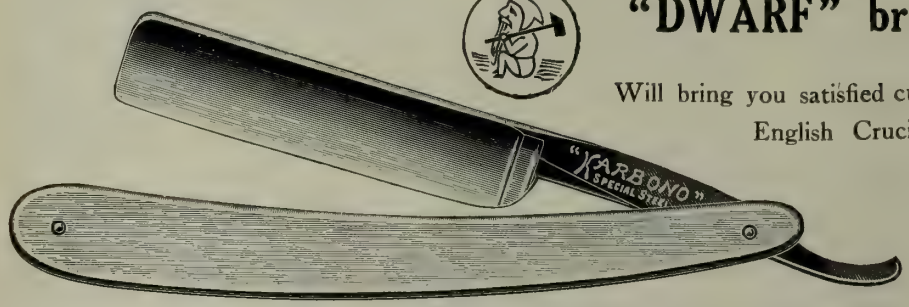

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Will bring you satisfied customers. Made of the best English Crucible Steel—guaranteed hand forged and hand ground—very carefully tempered by special secret process ensuring highest results.

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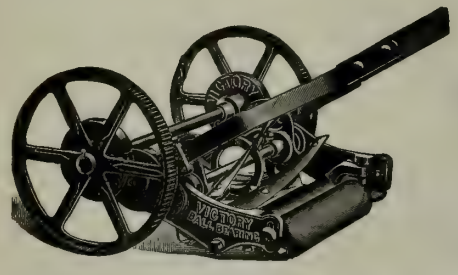

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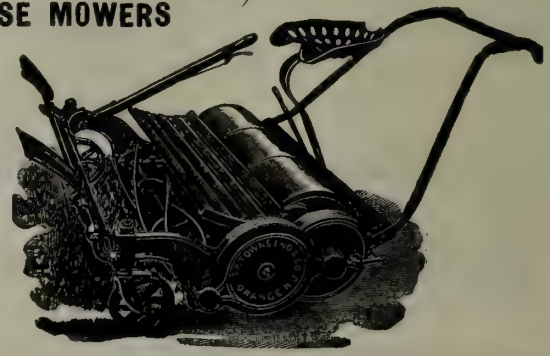
HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



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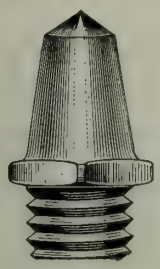
are standard, and are in demand wherever horses are used.

There is no quicker selling nor more profitable line for the dealer.



If you have not ordered. write your jobber to-day.

Be sure to specify

Red Tip

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CALKS

have had the approval and endorsement of horse owners for almost a quarter of a century.

They have filled every requirement of winter travel on icy streets.

They afford safety to the driver and are life insurance for the horse.

Be sure they are

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Statistics show that a large percentage of disastrous fires result either from overheated stoves or ignited flues. Eliminate all such danger—make your home absolutely safe from such fires by using an

Arnold Damper
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Adjust the Damper for the required temperature. It takes care of itself and maintains an even heat night and day. No trouble—Easily adjusted—Fits any pipe.

Guaranteed to save 25% of your coal bill

or money refunded. The greatest labor and money saver ever invented. Write for free, illustrated and descriptive booklet.

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Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

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BARN DOOR HANGERS

guaranteed by our reputation for fair dealing.

The name means "QUALITY"

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J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

MAXWELL'S "BLUE BELLE"

is a remarkably quick-acting, easy-working, reciprocating washer. When the tub moves in one direction the rubber board revolves the opposite way. This double action, which is found only on Blue Belle machines, is a great time saver. Double re-acting springs and ball-bearings assist in making easy motion. Tub is oak grained and angle-steel frame is finished in aluminum.

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Machinist and Carpenter Cases

35 styles to select from the house with a big stock. Prompt delivery and special attention given to Canadian shipments.

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Buyers will look for this Trade Mark

Every genuine Cleveland Grindstone can be identified by this trade mark—the only way to get the genuine. Do not be tricked by the term "Berea Grit" into thinking you are supplying your trade with the "same thing." "Berea Grit" is a mere name and does not stand for grindstone quality, such as your trade requires. Cleveland Grindstones are made in all sizes — power, hand and treadle—and for all purposes. No matter what the needs of your trade, you can get them from us at prices that insure generous profits. Write for Catalogue and Prices.

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The Cleveland Stone Company
Cleveland, Ohio.

Look for the Trade Mark on every stone

Satisfied Customers

Is Always the Result of Selling

STILL'S Axe Handles

These handles are unexcelled in quality, finish and durability, and are well balanced and well shaped.

The selection and seasoning of the wood—the shaping and balancing of the handles, are done by men who make a specialty of this work.

We guarantee satisfaction. Our prices will interest you.

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STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

This High Grade Wheelbarrow

Satisfies All Buyers

It is conceded to be the Easiest Running and Most Durable Barrow in the Dominion.

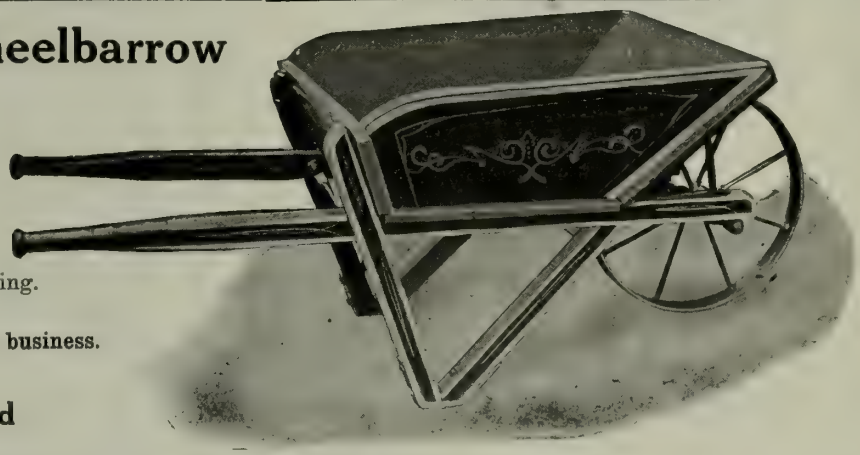
Has iron wheel, iron shoes and braces.

Load is well over the wheel when running.

Hardwood box and frame.

Give it a trial—the quality will build your business.

Write to Dept. K.



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The "BAYARD" Selfloading Pistol

9 m/m Bore. (.38 cal.)

The simplest, safest and strongest Automatic Pistol on the market. Its accuracy, its penetration and especially its **stopping power** (energy) are unsurpassed. A bullet from the **Bayard** Pistol fells instantly the most desperate enemy. It is the ideal weapon for the soldier and the colonist.

ADOPTED BY THE SPANISH ARMY

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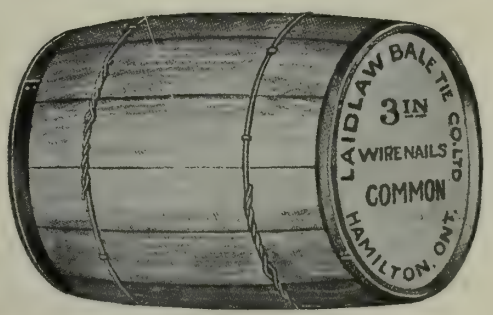
We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.



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The James McKay Company
PITTSBURGH

Proof Coil Chain

B. B. Coil Chain

B. B. B. Coil Chain

Dredge Chain, etc. etc.

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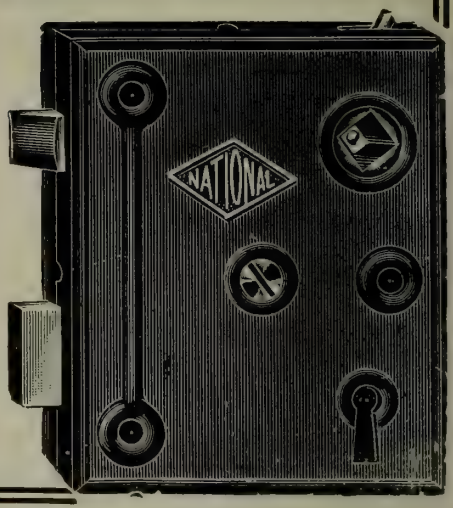
National Steel Rim Locks

STRONGEST AND SAFEST

Made of the highest quality steel, the "National" is the most durable rim lock made, and is the lock which perfectly satisfies modern requirements



Write us for particulars and prices

NATIONAL HARDWARE CO., Limited

ORILLIA, ONT. CANADA

MAKE PROFITS

"QUICKER YET" WASHER

Runs Easy *Sells Easy*

Every Dealer has competition. The successful merchant handles lines which give greater satisfaction than that handled by his competitor.

We want you to ask us or our Western Representatives about this "QUICKER YET" Selling Washer.

GLOBE MFG. CO., Perry, Iowa

WESTERN REPRESENTATIVES:
MERRICK-ANDERSON CO., Winnipeg, Man., Canada
McLENNAN, McFEELY & CO., Limited, Wholesale Distributors, Vancouver, B.C.

Made from the finest grade of Sheffield Crucible Cast Steel. Highest quality as regards setting and keenness of edge.

SCHRAMBERGER UHRFEDERNFABRIK, G.m.b.H

Manufacturers of Safety Blades

SCHRAMBERG (WURTEMBERG) GERMANY

Representatives for Canada:
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AMERICA'S GREATEST LAMP

The "SUCCESS"

¶ Known to the trade as a **tremendous seller.** Known to the people as an **unequaled light-giver.**

¶ These are the **two great reasons** why YOU should sell the "Success" lamp. It means more sales and more profit. Ask to be shown photographs.

The Pittsburgh Lamp, Brass & Glass Co. of Canada, Limited

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Mr. Live Dealer—

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A PATENT PATCH

will make you a good profit. It is the only device manufactured that will positively mend graniteware and hot water bags to stay mended.

5,000,000 in use.

Order from your jobber or write direct.

Collette Manufacturing Co.
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Each month the magazines carry the YALE story into the homes of those to whom you sell.

Each month this story differs in detail, but the underlying thought is the same. This thought is confidence—confidence in Yale Locks and Hardware and confidence in the dealer who sells them.

We are making the name "Yale" a selling force for you. There is nothing on your shelves that is better known and more highly thought of by the people whose trade you seek than Yale Products. Our advertising has brought this about.

Are you sufficiently stocked with Yale goods and sufficiently vigilant with the Yale selling helps we furnish to secure the fullest advantage of Yale prestige? If not, you owe us a letter of inquiry on the subject and you owe it to yourself to write that letter today.

Canadian Yale & Towne Limited

Makers of Yale Products in Canada:
Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.

ADS AND SALES

By HERBERT N. CASSON

A Study of Advertising and Selling from the Standpoint of the New Principles of Scientific Management

Something in it for Every Advertiser, Advertising Manager, Corporation, Salesman, Sales Manager, American Business Man.

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VII. The Principles of Efficiency Applied to Advertising
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PRICE, $2.00 NET

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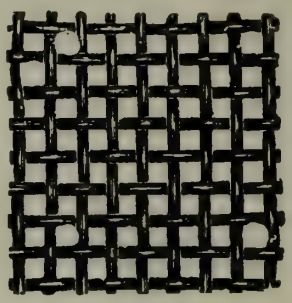
TECHNICAL BOOK DEPARTMENT

MacLean Publishing Co.,
143-149 University Avenue, Toronto

Canada Wire & Iron Goods Co.

HAMILTON, CANADA



Manufacturers of **Double Crimped Wire Cloth and Wire Screening** for all purposes of Iron, Brass, Copper, Bronze, Galvanized and Tinned Wire, etc.

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

We also manufacture:—

Perforated Sheet Metals, Bank and Office Grilles and Ornamental Iron Work in all Finishes.

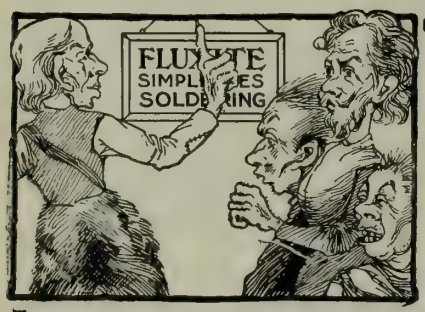
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.

Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

REPRESENTATIVES:

Jas. S. Parkes, P. O. Box, 42 St. Henri, Montreal
D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse of Alberta Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B. C.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics will have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

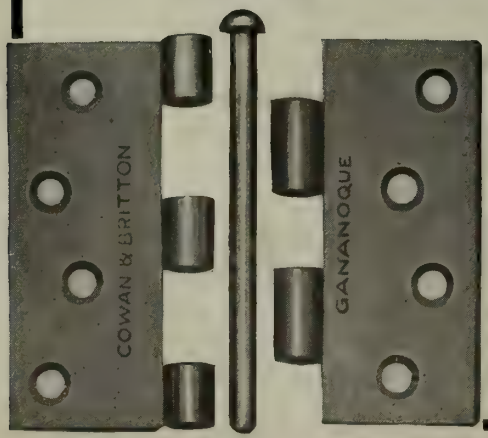
Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

High Grade Builders' Hardware



including

Hinges, Butts Hasps Etc.

We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods.
Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.

COWAN & BRITTON, LIMITED, GANANOQUE, ONT.

Tools Stamped with the Buck's Head Admitted duty free when used for educational work in Manual Training Schools

A full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools.

The most complete assortment of Carving Tools to be found in the United States.

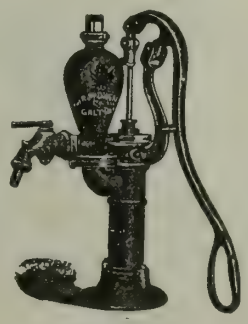
Send for our Catalogue.

BUCK BROTHERS

Millbury, - - Mass., U.S.A.

Good Pumps--- With Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.



McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write

The

R. McDougall Co., Limited

GALT, CANADA

DOMSTEEL WIRE Products

"From Ore to Finished Product."

Nail Wire, Rivet Wire, Annealed Wire Straightened and Cut to Length

WIRE NAILS

All Standard and Special Gauges

LATH NAILS: We have installed special equipment for the bluing and packing of lath nails, and we are now in a position to supply these nails **ABSOLUTELY FREE** from all foreign substances.

Blued nails are packed in specially prepared kegs, paper lined, which assures them being received by the Lather in a perfectly sanitary condition.

Specify "Domsteel Sterilized Nails."

DOMINION IRON & STEEL CO. Limited

Head Office and Works

SYDNEY, N.S.

Sales Offices: Sydney, N.S., 112 St. James St., Montreal., 18 Wellington St. E., Toronto.

FACTORIES OF

Mathias Klein & Sons

Engaged entirely in the manufacture of tools used by the electrical men of the world. Become interested in this line of tools. Electricians, linemen, construction men, all need tools peculiar to their work. The long KLEIN activity in this field has developed KLEIN tools in variety and quality and is depended upon almost exclusively by these artisans.

Write for Catalogue, prices, etc.

Address

Mathias Klein & Sons

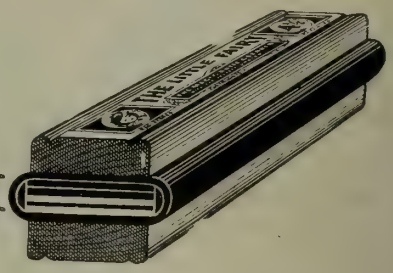
Canal Station 77, Chicago, Ill.

THE KNIFE CLEANER

with the largest demand and sale of any Cleaner ever invented.

Special offer to Canadian buyers:

I will ship, free, Toronto, 2 gross of the Little Fairy Knife-cleaners, **Patented, for 8 dollars per gross,** cash on delivery.



A combination of felt and cork; it will clean, remove stains, sharpen, and will polish knives quicker and with a more brilliant, velvety polish than any machine, board or cleaner.

Samples with pleasure, or 2 dozen mailed on receipt of 1 dollar.

I am the largest manufacturer of Knife Cleaners in England, including The Wizard, The Sun and The Caly.

WILLIAM MACKAY

104 RENFREW STREET, GLASGOW

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout Six-Inch Stroke

This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR BIG FREE CATALOGUE

The Aylmer Pump & Scale Co., Limited

AYLMER, ONTARIO

Something Better and Different in Self-Measuring Gasoline Pumps

It has taken years of experimenting to produce these pumps and we believe that they are the best in Canada.

Our pumps are double acting—they pump with both up and down stroke; the only pump that will do this

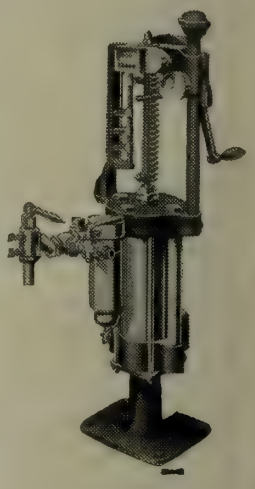
It will discharge 1 gallon with 4¼ turns of crank and **will charge an automobile with gasoline in exactly one-half the time** required to do it with any other self measuring pump.

Our pump has an up-stroke of 8 inches while others have 13½ inches, consequently it is the **fastest and easiest working pump** on the market. All the valves on this pump are accessible—you don't have to take the pump apart if anything should go wrong.

Our prices for complete outfits should interest you—they are the lowest on the market.

Sold on guarantee.

Our representative is going West early in June to establish agencies for 4 Western Provinces. We also want Distributors for Maritime Provinces. Write us.



Write for Self Measuring Pump and Tank Catalog.

The Steel Trough & Machine Co.

Limited

TWEED, ONTARIO

RUBY LINES YOU SHOULD STOCK

We are prepared to prove they give satisfaction and draw trade

Dust Oil Sweeping Compound (Barrels or Cases.)
Ruby Furniture Preservative.
Ruby Hardwood Finish Cleanser.
Ruby Auto Body Polish.
Ruby Silver Polish Powder.
Ruby Floor Oil.
Ruby Spray Oil.
Ruby Disinfectants.
Ruby Liquid Soaps.
Ruby Metal Polish.
Ruby Vermin Exterminator.
Sole Canadian Agents for J. Adams, Sheffield, Eng., Manufacturers of—
Furniture Polish.
Floor Polish.
Plate Powder.
Liquid Soap Dispensers.
Floor Oilers.
Spraying Pumps.
Janitors' Supplies.

Write for Samples.

THE CANADIAN RUBY CHEMICAL COMPANY, Limited

207 Carlton Block - - WINNIPEG, MAN.

Factory Queen's Street, St. James, Man.

WINDMILL POWER IS GROWING IN POPULARITY

for Pumping and it is not equalled by any power

Thousands of Farmers who have done their first power pumping by gasoline engines have become tired of it and are buying windmills. The cost of gasoline, oil, batteries and repairs, along with the time it takes to start and stop an engine in pumping for 150 head of stock and the average farm home with a gasoline engine will buy every year a

BAKER GALVANIZED WIND ENGINE

It takes no fuel and requires no engineer, and stock will have water at all times.

The Heller-Aller line of windmills, pumps, steel tanks and well supplies will certainly increase your business with great profit to yourself and customers.

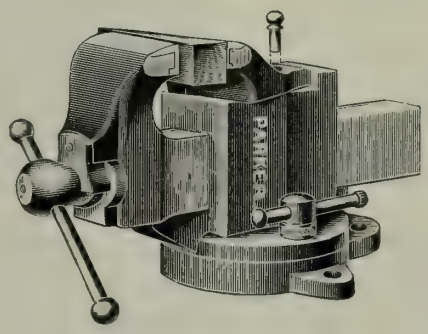
Write for catalogue No. 45 and our selling proposition to dealers.

The Heller-Aller Company

Windsor, Ont.

PARKER'S

SWIVEL VICTOR VISES



It is fitted with a solid steel bar, and has removable jaw faces, which are made of the best Tool Steel. Strong and well made—all parts are renewable. Write to-day.

The Charles Parker Co.

MERIDEN, CONN., U.S.A.

PARKER'S

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

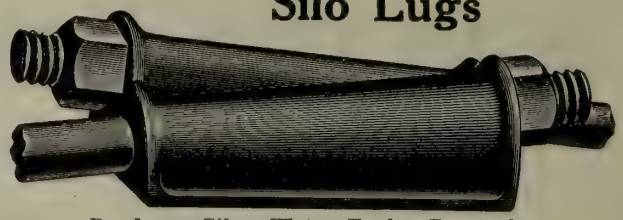
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Silo Lugs

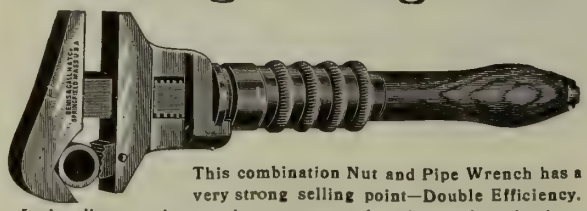


Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅝ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

Otterville Mfg. Co'y., Limited

OTTERVILLE, ONTARIO

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

ARCTIC METAL FOR COOL BEARINGS! IT'S RELIABLE.

BABBITT YOUR JOURNALS WITH

ARCTIC METAL

It will save you extra work and extra worry. Tallman's reputation is in the goods.

Tallman Brass & Metal Co.

HAMILTON, ONT.

AUTOMATIC FEEDER FOUNTAINS

Patents Pending.

35c will bring you a Sample

CHI-KEN

It's a Practical Poultry Necessity. Get ONE—Try it — Then you'll Buy.

Manufactured by

WILL. H. COTTON

SALEM, NEW YORK

CEMENT SIDEWALK TOOLS OF EVERY DESCRIPTION

We manufacture and carry in stock the largest and most satisfactory line in Canada of Cement Sidewalk Tools. Every sale brings the dealer a good profit.

Ask for 1913 Catalog.

T. Slack & Co.

5 Berti St. or 145 Brock Ave.

TORONTO

Telephone Adelaide 3599

Selling Agents:—Rice Lewis & Son, Ltd., Toronto; H. S. Howland Sons & Co., Toronto; General Supply Co. of Canada, Winnipeg, Man.; The J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; W. J. Wells, 510 Church St., Toronto.

ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal

TORONTO - MONTREAL - WINNIPEG

SPRAY POTATOES WITH The COLLINS Improved Automatic Sprayer

Adapted for spraying Potatoes, Fruits, Flowers, Vegetables, Cattle, Fly Oils.

Made of the best materials throughout.

Ask your jobber, or write us.

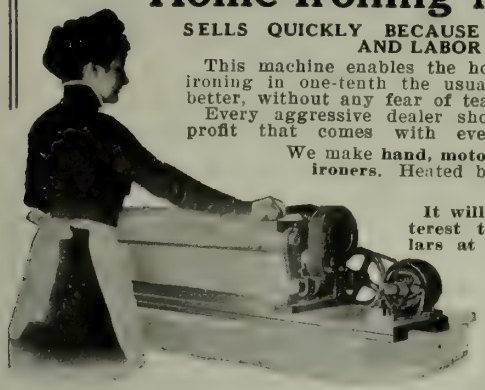
We are **Spray Pump Specialists,** making different kinds.

THE COLLINS MANUFACTURING CO.

TORONTO, ONT.

THE **Home Ironing Machine**

SELLS QUICKLY BECAUSE IT SAVES TIME AND LABOR



This machine enables the housewife to do the ironing in one-tenth the usual time—and do it better, without any fear of tearing or scorching. Every aggressive dealer should get the good profit that comes with every sale.

We make **hand, motor** and **belt driven ironers.** Heated by Gas or Gasoline.

It will be to your interest to get particulars at once.

The McBreen Laundry Equipment Co.
Cincinnati, Ohio

THERE IS ONLY ONE **GERMANTOWN LAMP BLACK**

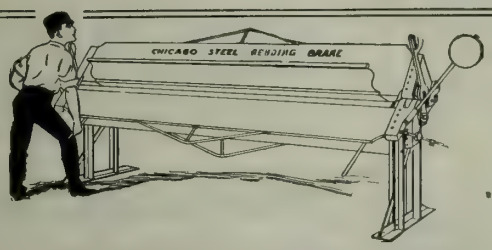
We lead the world in the manufacture of High-Grade Lamp Blacks.

Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.

BEAR BRAND LAMP BLACKS

WILCKES MARTIN WILCKES CO.
New York, N.Y., U.S.A.
Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

THE LARGEST PRODUCER & SHIPPER IN U.S.A.



CHICAGO STEEL BENDING BRAKES
(Made in 200 sizes)

This Brake is the result of years of experience and a thorough knowledge of the requirements of Sheet Metal Workers.

Any information concerning the work turned out by these machines, their adaptability, etc., will gladly be given on request. **Work quickly and easily.**

THE STEEL BENDING BRAKE WORKS, LTD.
CHATHAM, ONT.

SILO RODS

COUPLINGS, DOWEL PINS, CONSTRUCTION BOLTS, and DRIFT SPIKES

Prompt Shipments

LONDON, CANADA

Natural Gas Goods

of every description

at

T. F. BERMINGHAM'S

20 John Street South

HAMILTON, ONT.

GEORGE B. BIRCH

The Cheapside Brass Foundry

BIRMINGHAM, England.

Manufactures

Stair Rods and Eyes, Casement Rod Fittings and General Furnishing BRASS FOUNDRY

Agents Wanted

WATCH FOR FUTURE ADVERTISEMENTS

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

CASH or PARCEL CARRIERS

SAVE TIME & MONEY

Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.

CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.
99 ONTARIO STREET TORONTO, ONT.
EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

BABBITT METAL.

SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

HINGES.

ATLAS STRAP HINGE

Guaranteed stronger than any other strap hinge made from basic wire of the best quality.
Japan finish. Large profit for you.
Write for Samples and Prices.
Atlas Mfg Co., 121 Water St., New Haven, Conn.

CLIPPERS.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

MANUFACTURERS' AGENT.

H. E. JOHNSON
Factory Representative
12 Melinda St.
Representing TORONTO
Hupfield, Ludecking & Co.
Ohio Shovel & Stamping Co.
Cochran Pipe Wrench Mfg. Co.

Moose Jaw Distributing Co.
Moose Jaw, Saskatchewan
Now visiting the Hardware and Implement trade. Open to handle a few new lines of hardware, implements, contractors' supplies, or road machines.
Storage facilities.

COAT HOOKS.

Ask your dealer for
GOLD COIN WIRE HAT and COAT HOOKS
Made only by
JAMES & REID, Perth, Ont.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

LETTERS
White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto
NUMBERS

J. H. BUTLER, Limited.

Wolverhampton, Eng.

Manufacturers of Chest Handles, Spout Brackets, Steel Rakes, Kettle Ears, Rivets, and all kinds of fittings for Iron and Tin-plate workers' use.
Wedges, Clips and Wire Strainers for Illustrated list on Fencing.
application.
all kinds of Wire

HERCULES
SASH CORD

THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

BOLTS, RIVETS, WIRE & WIRE NAILS

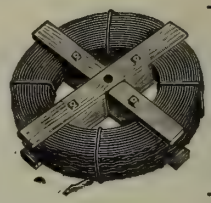
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

TENTS.

TENTS

We have a number of second-hand tents in stock which you could handle at a nice profit.
List sent on application.
Raymond Bros.
London, .:. .:. Ontario

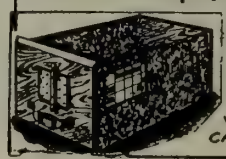


Soft Flat Wire For Strapping.
Prices from
J. E. Beauchamp & Co.
Coristine Bldg., Montreal

Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

HARDWARE SHELF BOXES.

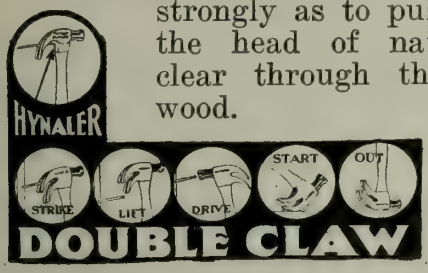
Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

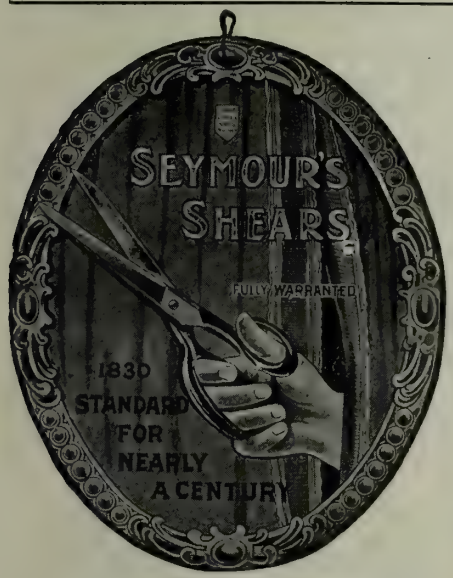
Order the "HYNAILER"

Best single claw hammer ever made. Holds the nail for high, low or far across driving. Grips plain part of nail so strongly as to pull the head of nail clear through the wood.



ORDER THE "DOUBLE CLAW" Best Hammer ever made. Holds the nail for starting to drive where you cannot reach with two hands. Pulls the nail out straight without a block. All jobbers.

Manufactured by
DOUBLE CLAW HAMMER CO.
453 BROADWAY BROOKLYN, N.Y.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

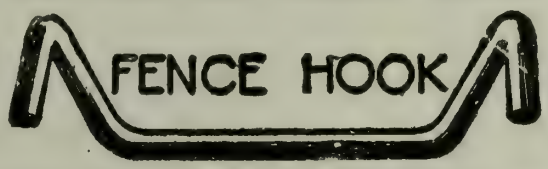
Wellington Mills, London, England

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Pat. Nov. 10, 1908

BUILT IN TWO SIZES
Standard (14 Quart Pail)
Janitor (22 Quart Pail)

Trade Mark
The Bulldog MOP WRINGER AND BUCKET COMBINED

The Best Proposition, from every point of view, on the market to-day.
Cedar Pails, Malleable Castings, Maple Rolls and Springs of No. 7 Steel Wire.
Great pressure is obtained by our DOUBLE LEVERS. Tested and approved by the Good Housekeeping Institute conducted by Good Housekeeping Magazine.

Manufactured by **Sold by Jobbers**
The Bushnell Novelty Co., Mansfield, Ohio, U.S.A.
WRITE US (we do no travelling) and we will be pleased to quote you prices.

LONDON
HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.,
LONDON - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto. Manitoba, Bissett & Loucks, Ltd., Winnipeg.

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The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
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Plasters, Limes and Cements
No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
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Metallic Ceilings and Cornices
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Correspondence Solicited.

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P.O. BOX 670 MOOSE JAW, SASKATCHEWAN TELEPHONE 348

Wood Mantels, Coal, Gas or Electric Grates
Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS, GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue - - - WINDSOR, ONT.

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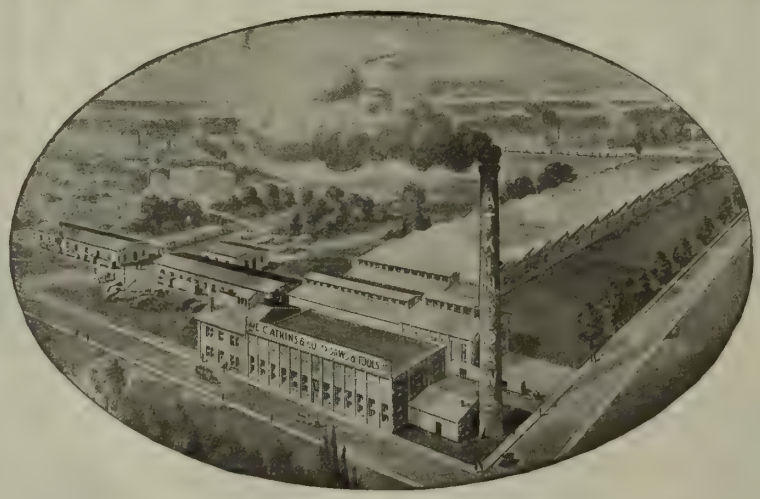


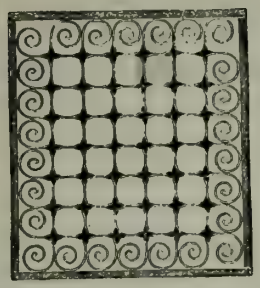
Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont. **Branch: Vancouver, B.C.**



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in Iron, Brass and Bronze

Suitable for all requirements.

Send for Catalogue.

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Limited
London, Ontario

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

When writing advertisers kindly mention having seen the advertisement in this paper

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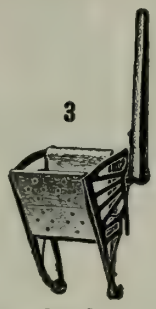
The WHITE MOP WRINGER



is the world's standard

It wrings mops thoroughly, easily, quickly and neatly.

Sold by Jobbers and the old reliable White Mop Wringer Co.

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FULTONVILLE, N.Y.

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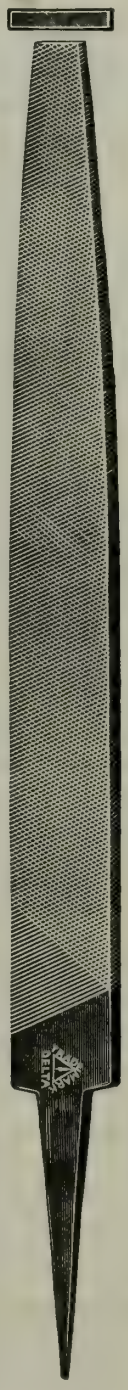
Are A Guarantee Of Satisfaction



FILES OF QUALITY

"The only Line of Files from 3 to 24 inches that are made absolutely of CRUCIBLE STEEL"

A Delta File is the file worth while.

If you are not handling Delta Files — why not?

They have proven their superiority time and time again and they are a positive protection for customers.

We guarantee Delta Files to cut fast and clean and to give an exceptionally long service. Any failing to do this will be replaced immediately or money refunded.

There is a shape and size to meet every requirement.

The good profits are consistent. **Your jobber handles them.**

The Delta Trade Mark safeguards the interests of thousands of file users and dealers everywhere.

TRADE MARK DELTA

DELTA FILE WORKS

PHILADELPHIA PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto; Stark, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg.

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

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Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada
TORONTO

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word

BUSINESS CHANCES

HARDWARE BUSINESS — ESTABLISHED over 30 years. Located in a thriving city. Excellent opportunity. Owner wishes to retire. Apply to Box 806, Hardware & Metal, Toronto. (31)

FOR SALE—A FIRSTS-CLASS HARDWARE business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

HARDWARE BUSINESS FOR SALE IN EXcellent territory, on main line C.P.R., between Moose Jaw and Swift Current; stock about $5,000. Can be handled on half cash, balance four, eight and twelve months. Incompetent management reason of desire to sell. Opportunity good for aggressive party. For particulars write Peart Bros. Hardware Company, Ltd., Regina. (31)

HARDWARE BUSINESS IN LIVE WESTern Ontario city; stock about eight thousand. Owner going west. Box 821, Hardware and Metal. (32)

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WANTED — MAN WITH PRACTICAL EXperience in plumbing and steamfitting trades. Must have good education and address. Spendid opportunity for man who can qualify. Box 768, Hardware and Metal, Toronto. (tf)

WANTED—A FIRSTS-CLASS HARDWARE stock of seven or eight thousand in good town in Ontario. Possession at once. Cash buyer. Box 820, Hardware and Metal.

FOR SALE

FOR SALE — 2 SECOND-HAND 8-FOOT brakes taken in trade on larger brakes. The Steel Bending Brake Works, Ltd., Chatham. (32)

A LARGE WHOLESALE, RETAIL AND mail order business situated in Western Ontario. Well established for years and doing an increasing and profitable business all over Canada. Many lines being exclusive with unlimited opportunities for expansion. If you are a progressive business man and cannot expand where you are, this is one of the best opportunities in Canada to-day. Address Post Office Box 223, London, Ont. (33)

SITUATIONS WANTED

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WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—MANUFACTURERS' QUICKselling line of tinware, aluminium, enamelware, etc., want traveller with good hardware connection to represent them on commission in Western Provinces. Box 824, Hardware and Metal, Toronto. 32

TRAVELLERS WITH FIRST-CLASS CONnection could handle lighting fixtures and supplies as side line. Box 823, Hardware and Metal, Toronto. (31)

TRAVELLER HAVING FIRST-CLASS CONnection with Toronto hardware dealers, wants good line on commission, thoroughly acquainted with hardware in all branches. Box 822, Hardware and Metal, Toronto. (31)

WANTED—FIRST-CLASS TINSMITH AND furnace man at once apply or come at once to J. B. Paul, Manor, Sask. Box 123. (34)

WANTED—PAINT AND VARNISH SALESman for Northern Ontario. State experience, salary, age, —by letter to M. Care Hardware and Metal, Montreal. (31)

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SALESMAN ON COMMISSION FOR A VERY high-class line of shears and scissors, to call on both retail and wholesale hardware trade from Winnipeg east to the coast. One who speaks both English and French. Give full particulars, age, territory covered and how often, commission expected, lines handled at present, and references. Only first-class man need apply. Address Shears, care of Hardware & Metal, Toronto. (30)

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ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

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HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

TECHNICAL BOOKS

SALESMANSHIP, DEPORTMENT AND SYStem, by William A. Corbien. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, $1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches
All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
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Hardware and Metal
MONTREAL TORONTO WINNIPEG

Money In Salesmanship

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It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and centre of population in Canada. You can make from $5 to $10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

MACLEAN PUBLISHING CO.

143 University Ave. -:- Toronto, Ont.

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BECAUSE it comes nearer perfection than any other drill we have ever made—has more adjustments and variations in action than any other drill yet everything is accomplished without any sacrifice of power.

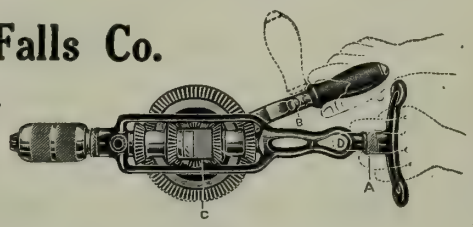
Can't tell you about it here—too much detail—but if you will send for Catalog No. 32, you will find it fully described.

Take it broadly that it is an unequalled Breast Drill and send to us for the full story.

Millers Falls Co.

28 Warren St.

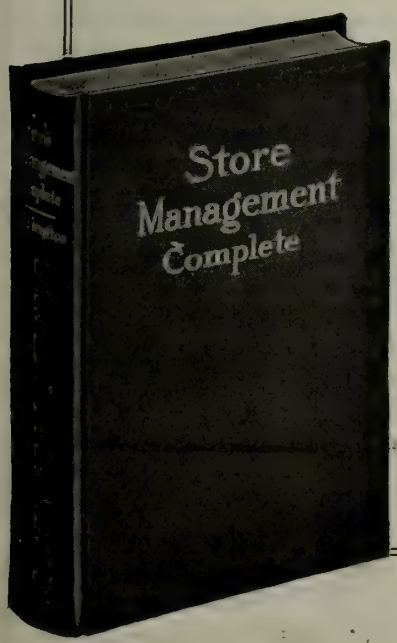
NEW YORK



ARE YOU THE MAN AT THE HELM?

Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.



STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

Absolutely New **Just Published**

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co.
143-149 University Avenue **TORONTO**

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Galvanized Canadas

Deforest Canadas are DIFFERENT. We believe them BETTER. If YOU are open to Conviction write us for sample, stating gauge. It will be cheerfully furnished.

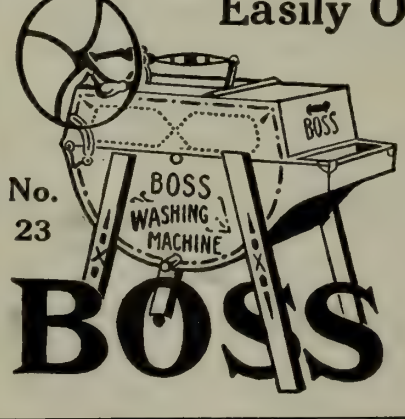
THE DEFOREST SHEET & TINPLATE CO.
Niles, Ohio.

THE DEFOREST SHEET & TINPLATE CO. NILES, OHIO.

Quick Deliveries
Superior Quality

6,000 tons of standard sizes carried in Mill Warehouse.

Canadian Sales Agents:
WITTING BROS., LIMITED
Montreal, - P. Q.



Easily Operated, Easy on Clothes, No Weak Parts Which Can Possibly Get Out of Order

This is a washer that will bring you a good profit and satisfied customers.

It is made of Louisiana Red Cypress. Will neither warp or split.

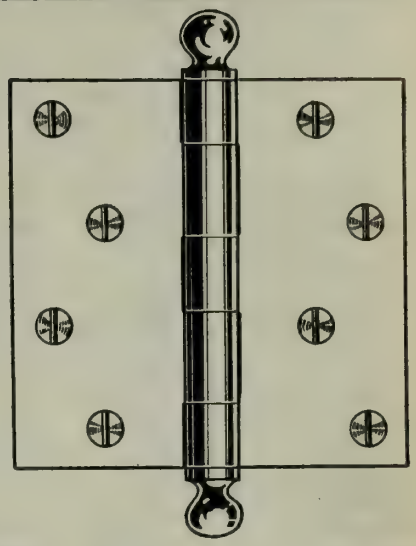
Thoroughly varnished but not painted. **Over a million in use.**

Write for catalog on **Wooden Ware, Brooms, Brushes, Willow Ware, Cordage, etc.**

Walter Woods & Co.
HAMILTON and WINNIPEG

S.W. ← That Trade Mark

Distinguishes the Original No. 241 Butt sold in Canada and everywhere else.



The Stanley No. 241 Butt, is a Wrought Steel, Loose Pin Butt with a Planished Surface and a Plated Finish. It sells for a little higher price, because it is worth more money. And it is worth more money, because it is better made in every respect. Let your own good judgment decide — that's enough.

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A. Macfarlane & Co., Montreal. Canadian Representatives

Chicago NEW BRITAIN. CONN. New York

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Laidlaw Bale-Tie Co., Hamilton, Ont.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Kinsinger Bruce & Co., Niagara Falls

Belting, Hose, etc.
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Black Sheets.
Deforest Sheet & Tinplate Co., Niles, O.

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London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.

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Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
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Peck, Stow & Wilcox Co., Cleveland.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg
Kinsinger Bruce & Co., Niagara Falls.
Tallman Brass & Metal Co., Hamilton.

Brass, Sheets, Tubes and Rods.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.

Bread Racks.
Brantford Oven & Rack Co., Brantford.

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
G. F. Stephens & Co., Winnipeg.

Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Cowan & Britton, Limited, Gananoque.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros, Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Rule & Level Co., N. Britain.

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
Cowan & Britton, Ltd., Gananoque, Ont.
P & F. Corbin, New Britain, C.
Hamilton Stove & Heater Co., Hamilton.
H. S. Howland, Sons & Co., Toronto.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
Watrous Mfg. Co., Des Moines, I.

Burlap.
Dominion Oilcloth Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Burrs.
P. L. Robertson Co., Milton.

Butts.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain C.
Cowan & Britton, Ltd., Gananoque, Ont.
The Stanley Works, New Britain, Conn.

Butts and Hinges.
Cowan & Britton, Ltd., Gananoque, Ont.
Jas. Smart Mfg. Co., Brockville.
The Stanley Works, New Britain, Conn.

Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel.
Gipe-Hazard Store Service Co., Toronto.

Carpet Sweepers.
Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Eley Bros., N. Transcona, Man.

Cash Registers.
National Cash Register Co., Toronto.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.

Cement.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Canada Cement Co., Montreal, P.Q.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.

Chain, Trace, Logging, Halter, Dog Leads, Agricultural.
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
Peck, Stow & Wilcox Co., Cleveland.

Chisels.
Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield.
Peck Stow & Wilcox, Cleveland.
Stanley Rule & Level Co., New Britain.

Churns.
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont.

Clippers, all Kinds.
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.

Clocks.
The Western Clock Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer-Dowswell Ltd. Hamilton, Ont
Hamilton Cotton Co., Hamilton.

Clothes Wringers.
Cummer-Dowswell Ltd., Hamilton, Ont
J. H. Connor & Son, Ottawa.
David Maxwell & Sons, St. Mary's.
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.

Cold Rolled Strip Steel.
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
Consumers Cordage Co., Ltd.

Cow Ties.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls

Cream Separators.
Simonds Hardware Co., St. Louis.

Cuspidors.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Cutlery, Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal
Crooks, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greeff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark,N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Simmons Hdw. Co., St. Louis, Mo.
Smith Hdw. Co., Montreal.

Disinfectant.
Soclean, Limited, Toronto.

Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.

Door Checks.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

Door Hangers.
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co. London, Ont.

Drawer Pulls.
P. & F. Corbin, New Britain, C.

Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Dry Batteries.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Dry Colors.
G. F. Stephens & Co., Winnipeg.

Dustless Dusters.
Tarbox Bros., Toronto.

Eavestroughs.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Emery or Corundum Wheels.
The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor
Jas. Morrison Brass Mfg. Co., Toronto.

Electric Irons
Chicago Flexible Shaft Co., Chicago.

Emery Cloth.
Jno. Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

Emery Wheels.
Jno. Oakey & Sons, Ltd., London, Eng.

Enamels.
G. F. Stephens & Co., Winnipeg.

Enameled Ware.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.

Escutcheon Pins.
The Parmenter & Bullock Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Expansion Bolts.
Star Expansion Bolt Co., New York.

Fasteners, Storm Sash & Screen.
Cowan & Britton, Limited, Gananoque.

Fencing, Woven Wire.
The Steel Co. of Canada, Ltd., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition.
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.

Fire Escapes.
Dennis Wire & Iron Co., London.

Fire Door Fixtures.
Richard Wilcox Can. Co., London, Ont.

Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper.
Jno. Oakey & Sons, Ltd., London, Eng.

Food Choppers.
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.

Forgings.
Steel Co. of Canada, Ltd., Hamilton.

Furnaces, see Stoves.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.

Galvanized Iron.
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Galvanized Sheets.
Deforest Sheet & Tinplate Co., Niles, O.

Galvanized Ware
H. S. Howland Sons & Co., Toronto.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Garden Tools.
Simmons Hdw. Co., St. Louis, Mo.

Gas Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Glass.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F. Stephens & Co., Winnipeg.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental.
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired.
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds.
Pelton, Godfrey S.
Arthur Rudd & Co., St. Helen's.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.

Gouges.
Buck Bros., Millbury, Mass.

Grindstones.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London, Ont.

Guns.
Harrington & Richardson Arms Co., Worchester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.

Hammers.
Double Claw Hammer Co., New York.
Jas. Smart Mfg. Co., Brockville.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles.
Still, J. H., Mfg. Co., St. Thomas.
The Stanley Works, New Britain, Conn.

Hangers, Storm Sash and Screen.
Cowan & Britton, Limited. Gananoque.
Watrous Mfg. Co., Des Moines, I.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Harvest Tools.
H. S. Howland Sons & Co., Toronto.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hinges.
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Limited, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.
Still, J. H. Mfg. Co., St. Thomas.

Hooks.
P. & F. Corbin, New Britain, Conn.
Cowan & Britton, Limited, Gananoque.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg
Steel Co. of Canada, Ltd., Hamilton.

Hoop Iron.
The Steel Co. of Canada, Ltd., Hamilton.

Hoops, Steel and Wire.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails.
Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha & Rubber Mfg. Co. Toronto.

Household Cleaners.
Soclean, Limited, Toronto.

Ice Cream Freezers.
McClary's, London.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Simmons Hardware Co., St. Louis.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia,

Iron and Steel Bars.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Jack Screws.
Jas. Smart Mfg. Co., Brockville.

Knife Polish.
Jno. Oakey & Sons, Ltd., London, Eng.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Latches
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
Can. Buffalo Sled Co., Preston.
F E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Locks.
Hamilton Stove & Heater Co., Hamilton.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Manufacturers' Agents.
H. E. Johnson, Toronto.
McIntosh, H. F., & Co., Toronto.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.

Mats & Mattings—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.

Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co.,Montreal

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Deforest Sheet & Tinplate Co., Niles, O
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks.
Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Cowan & Britton, Limited, Gananoque.
Smith Hardware Co., Montreal.

Nails.
Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

Nails, Wire.
Cowan & Britton, Limited, Gananoque.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Brideburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin Johnson Co., Toronto.
G. F. Stephens & Co., Winnipeg.

Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardsin, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Plane Irons.
Buck Bros., Millbury, Mass.

Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.

Pocket Knives.
Simonds Hardware Co., St. Louis.

Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.

Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.

Pumps.
Dominion Well Supply Co., Cargill.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

Radiators.
Hamilton Stove & Heater Co., Hamilton.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
Simmons Hdw. Co., St. Louis, Mo.

Razors.
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Refrigerators.
McClary's, London.

Registers, Cash, Credit.
Dominion Register Co., Toronto.

Registers.
Hamilton Stove & Heater Co., Hamilton.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney, N.S.

Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing.
Canadian Supply & Con. Co., Toronto.
General Roofing Co., Winnipeg, Man.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
General Roofing Co., Winnipeg, Man.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.

Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

Saws.
Atkins, E. C., & Co., Hamilton.
Can. Quality Saw & Tool Works, Montreal.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales.
Aylmer Pump & Scale Co., Aylmer.

School Desks.
Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.

Screw Driver Bits.
Buck Bros., Millbury, Mass.

Screws, Nuts, Bolts.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Hamilton.

Scythe Stones.
The Carborundum Co., Niagara Falls New York.

Shears, Scissors.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.
Peck-Hamre Mfg. Co., Berlin, Wis.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co. Ltd. Hamilton.

Snow Shovels
Can. Buffalo Sled Co., Preston.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Sleds
Can. Buffalo Sled Co., Preston.

Snips
Peck, Stow & Wilcox Co., Cleveland.

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.
Standard Silver Co., Toronto.

Sporting Goods.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.

Sprayers.
Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stains, Shingle.
Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
International Varnish Co., Toronto.
G. F. Stephens & Co., Winnipeg.

Stains, Wood.
Berry Bros., Walkerville.
International Varnish Co., Toronto.
G. F. Stephens & Co., Winnipeg.

Staples.
Cowan & Britton, Limited, Gananoque.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Steel, High Speed.
Henderson & Richardson, Montreal.

Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Store Ladders.
F E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces.
Clare Bros. & Co., Preston.
Galt Stove & Furnace Co., Galt.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
Hamilton Stove & Heater Co., Hamilton
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

Stoves, Gas.
McClary Mfg. Co., London, Ont.

Sweeping Compound.
Soclean Limited, Toronto.

Tacks.
Steel Co. of Canada, Ltd., Hamilton.

Tapes.
Jas. Chesterman & Co., Sheffield, Eng
Lufkin Rule Co., Windsor, Ont.

Technical Books.
MacLean Publishing Co., Toronto.

Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

Tools.
The Chapin Stephens Co., Pine Meadow, Conn.
The Goodell-Pratt Co. Greenfield,Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Millers Falls Co., New York.
Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.

Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.

Tool Grinders.
Richards-Wilcox Mfg. Co. London, Ont

Trucks.
Aylmer Pump & Scale Co., Aylmer.

Varnishes: See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnis Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co. Toronto
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
G. F. Stephens & Co., Winnipeg.

Ventilators.
Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Vises.
Henderson & Richardson, Montreal.

Wall Plaster.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
London Foundry Co., London.

Wagons, Children's.
Can. Buffalo Sled Co., Preston.

Wagon Jacks.
Richard Wilcox Can. Co., London, Ont.

Washers.
Cowan & Britton, Limited, Gananoque.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.
Simmons Hdw. Co., St. Louis, Mo.

Windmills.
Dominion Well Supply Co., Cargill

Windshields.
Kinsinger Bruce & Co., Niagara Falls.

Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards.
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton

Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.
P. L. Robertson Co., Milton.

Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton
Kuhns-Anderton Co., Port Hope.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery.
Ed. Brand, London, Eng.

Wire Products.
Andrew Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Wire Stretchers.
Richard Wilcox Can. Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.

Wrenches.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.

Private Hawkins of Toronto won the King's Prize, at Bisley, with a Ross Rifle and Ross Ammunition

At Bisley also, in the long range aggregate, the first four places were won by Competitors using "ROSS" AMMUNITION. Three out of the four used "ROSS" RIFLES also.

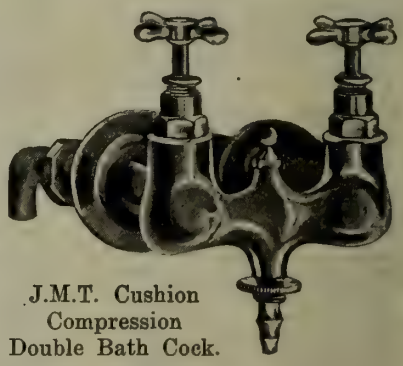
Whether for game or target shooting Ross Rifles and Ross Ammunition, *made in Canada,* do not acknowledge any superior.

No sporting goods dealer in Canada who seeks the best class of trade by keeping the best class of goods can afford not to stock "ROSS" Rifles and Ammunition.

Discounts on application.

ROSS RIFLE COMPANY - Quebec

Quality That Will Make Your Sanitary Engineering Department Show Better Results



J.M.T. Cushion Compression Double Bath Cock.

This bath cock is constructed of two rubber Discs or Washers, between which is inserted a Metal Disc. The top washer is contained in a cup-shaped holder—this prevents spreading and allows the washer to maintain a vertical pressure upon the seat. This bath cock has a decided advantage over the ordinary type as they will last for years under ordinary care without the necessity of renewing the washers.

"Victorian" Porcelain Pedestal Lavatory No. 853.

Victorian Lavatories always maintain that rich, glossy, cleanly appearance, and are strong and durable. They will not craze.

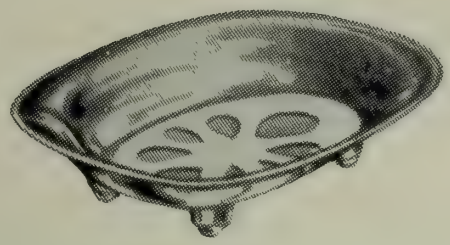
A Wrench That Will Make Or Break The Tightest Joints Without Injuring Pipe or Threads

This pipe wrench has no teeth. Only wrench suitable for galvanized, nickel-plated or brass tubing. Will save its cost in a very short time.

The James Morrison Brass Mfg. Co., Ltd.

92-97 Adelaide Street West, TORONTO

Bathroom Fixtures



A Handsome Soap Dish made with Rubber Feet

Our special Nickel finish. Guaranteed for five years.

THE GOODS ARE RIGHT AND WE SHIP PROMPTLY

New 40-page Catalogue on request to the Manufacturers.

Kinzinger, Bruce & Co., Ltd.
Niagara Falls, Canada

Fruit Picking LADDERS

of Quality that will Net You a Good Profit

This ladder is built especially to meet the requirements of fruit growers.

It is easily placed in the branches of the trees, making the gathering of fruit more pleasant.

Made of clear, well seasoned stock with Rock Elm Rounds, with the aid of the latest and most improved machinery.

8, 10, 12, 14, 16, 18, 20 and 22 ft. lengths.

Order now. We guarantee satisfaction.

We also manufacture Lawn Swings and Seats, Bake, Ironing and Sleeve Boards, Cloth Dryers, etc.

Ask for Catalog.

The Stratford Mfg. Co.
Limited
STRATFORD, :-: ONTARIO

REPRESENTED BY
British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Maritime Provinces—J. H. Hanson Tilley Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

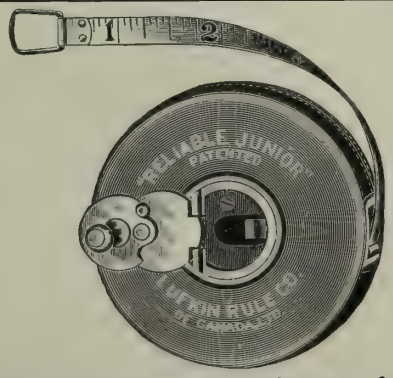
LUFKIN

Measuring Tapes and Rules

RECOGNIZED LEADERS OF THE FIELD

That's why practically every hardware house handles them.

THE DEMAND IS ALWAYS THE MEASURE OF AN ARTICLE'S POPULARITY.



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

LUFKIN

Measuring Tapes and Rules

HAVE BEEN ON THE MARKET FOR YEARS AND SELL READILY BECAUSE THEY ARE WELL MADE TO SERVE A PURPOSE AND SERVE THAT PURPOSE WELL.

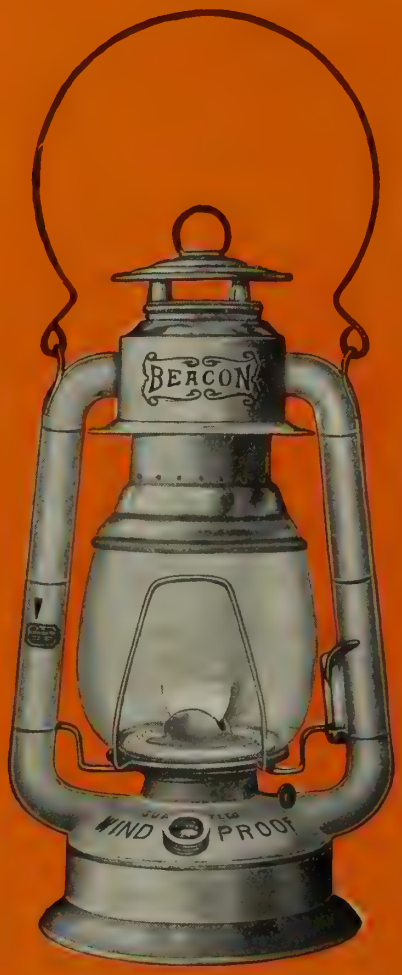
NOT MADE MERELY TO SELL.

S.M.P. No. 3 BEACON

(1913)

A Decided Change In Lantern Design

The strongest and best lantern made. Has all the latest lantern features — short bowl-shaped globe which prevents breakage; deep flange on burner dome, making a better fit than the shallow flange; extra large seamless oil well, holding sufficient oil to burn 24 hours.



New Self-Righting Adjustable Bail

New Extinguishing Device

New INSIDE LIFT

Ask our Salesmen or write for Prices of this fast selling line

THE SHEET METAL PRODUCTS COMPANY

of Canada Limited

Successors to

KEMP MANUFACTURING COMPANY

Montreal TORONTO Winnipeg

HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV. Publication Office: Toronto, Canada No. 32

August 9, 1913

Where Accuracy and Killing Power Count, Sell

Dominion Ammunition

DOMINION Soft Point High Velocity SPORTING CARTRIDGES give the Sportsman Confidence

DOMINION DEALERS' Sales Increase Because Their CUSTOMERS Demand This Brand

DOMINION CARTRIDGE CO. Limited

Montreal

Big Ben

Let Big Ben do your Advertising

You can buy Big Ben with your name on dials in lots of 24.—Your customers will take them right into their homes, give them a place you could not purchase if you tried—and pay you a premium of 50% for the privilege of reading your Ad every day in the year.

Big Ben's retail Canadian price has been fixed at $3.00. In lots of 24 with your name on dials he costs you exactly $1.90 net apiece. If you buy them in lots of 24, you make over a dollar on every one you sell. We are packing Big Ben specially for Canadian trade, 6 in a box with a full set of posters.

On an order for 12 you will receive a mahogany display stand—on an order for 24 two display stands, an outdoor metal sign and a complete assortment of posters.

Big Ben comes in either finish, nickel plated or polished brass, with $3.00 price tag attached.

With your name on the dial they have to come from *Westclox* at *La Salle, Illinois*, so count on six weeks for delivery.

Dealers' names printed free on dials in lots of 24 of one finish only.

In broken lots, $2.05 each less 2%. In case lots of 24, $1.95 each less 2%.

This Young Man and Every Other Manual Training School Student Needs the

Carborundum

Manual Training Sharpening Stones

THE first thing he is taught is the proper care of tools.—Help him to start right—sell him the best sharpening stones you know of.—See that he gets the Carborundum Manual Training School Bench Stones—made in four sizes.—They are extra hard, extra fine, giving a keen, smooth working edge—quickly—easily. They always cut clean—stand a lot of abuse—and they last.—Just the stones the schools need for chisels, plane bits, carving tools, etc.

Tell the boys and their teachers about them—but first stock up.

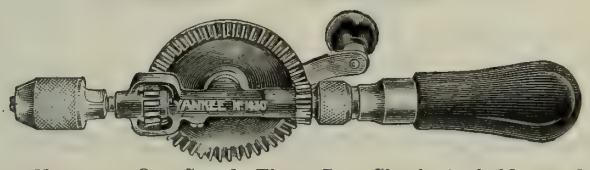
The Carborundum Company

Niagara Falls, N. Y.

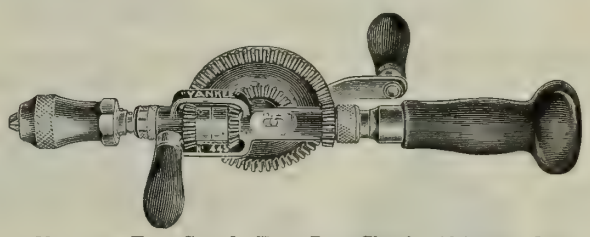
These New "YANKEES"

are built on the same lines as our 555 and others, but without the Double Ratchet, giving you a high-class "Yankee" Tool built for hard work and durability, at a lower price. All except the 1430 are equipped with two speeds, changeable instantly without removing Drill from the work. They are furnished with Breast Plate or Ball Handle and with two or three jaw chuck. Your "Yankee" line is incomplete without two or three of these styles.

"YANKEE" Plain Hand Drill

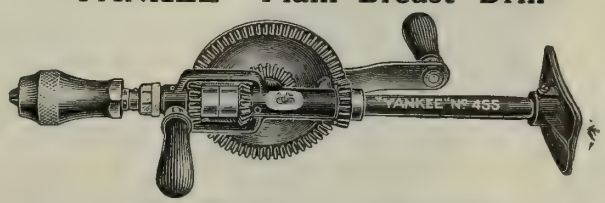


No. 1430. One Speed, Three Jaw Chuck, to hold round shank Drills up to 3-16 in. Large Gear 3⅛ in. diameter. Detachable wood handle, with magazine for Drill Points. Entire length 10½ in. Net weight 1¼ lbs.



No. 445. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, holds square shank Drills up to ½ in. Large Gear 4 in. in diameter. Detachable wood handle, with magazine for Drill Points. Entire length 15¾ in. Net weight 3½ lbs.

"YANKEE" Plain Breast Drill



No. 455. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, hold square shank drills up to ½ in. Large Gear 5 in. diameter. Entire length 17¼ in. Net weight 5½ lbs.

Your Jobber Will Supply You.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

The "ECLIPSE" PUMPER

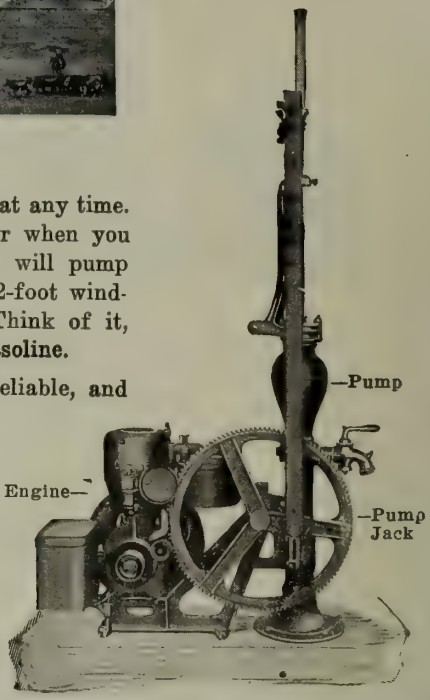
INCLUDES PUMP JACK AND GASOLINE ENGINE COMPLETE

EVERY UP-TO-DATE FARMER WILL BUY ONE

There is no longer any excuse for not having a good supply of water anywhere at any time. **The Eclipse Pumper** has been designed especially for this service, to pump water when you want it to, and at small expense. It is independent of wind or weather, and will pump from even the deepest wells—in fact, it will pump as much water as a 10 or 12-foot windmill running in a 20-mile wind. It uses about one pint of gasoline per hour. Think of it, over 1,000 gallons of water pumped to a head of over 80 feet on one **pint of gasoline.**

This pump should be sold by every dealer—the profits are consistent and reliable, and the demand is certain to increase.

Write for full particulars. **Keep one in stock.**



The Canadian Fairbanks-Morse Co.
LIMITED

MONTREAL	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA

THE S.M.P. Royal Tea and Coffee Pots

NICKEL PLATED, OF ATTRACTIVE DESIGN, HANDSOMELY FINISHED, HEAVILY NICKELED,
WITH ENAMELED WOOD HANDLES

Prices

on

Application

Nos.	430	440	450	460	431	441	451	461
Pints	3	4	5	6	3	4	5	6

Packed Separately in cardboard boxes — Put up 1 dozen in a case

THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

While it's hot—

You might be making some money satisfying the demand in your vicinity on such hot weather tools and implements as we show here.

We carry large assortments and will fill your hurry orders promptly.

Get the business while it's hot. Not so much doing on these lines after the middle of September.

Success All-Steel Refrigerators.

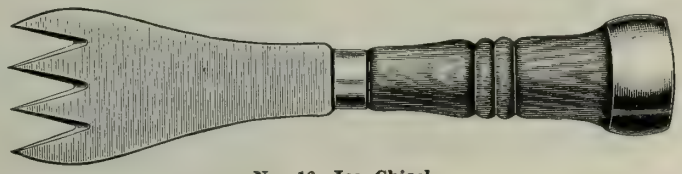
Aluminum finished outside; white enameled inside.

8 styles; 14 sizes. Catalogue and prices furnished promptly upon application.

No. 0—Crown Ice Shave.

Peerless Ice Cream Freezer.
All sizes. A freezer that beats them all.

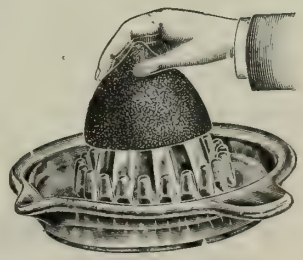
Jaxon Ice Tongs.
Rolled Steel Blades; Wood Handle.



No. 16—Ice Chisel.
Four Prong Rolled Steel Blade; Hardwood Handle; Tinned Malleable Iron Cap fitted over Hardwood Handle.

No. 791—Queen Lemon Squeezer.
Aluminum Ball and Perforated Bowl; Oil-Finished Cherry Handle; Steel Hinge

Circulars or Catalog pages illustrating our complete line will be sent promptly upon request.



Manny Lemon Juice Extractors.
Clear Glass with Ridged Cone.
No. 1M—For use with a Tumbler.
No. 2M—With Saucer Bowl as illustrated.

A LOT OF THESE GOODS CAN BE SOLD THIS MONTH BY DISPLAYING THEM

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

A Furnace Of Merit

That Builds Business

The Banner Furnace is exceptionally well made throughout and is a guarantee of long service.

Every part which is subject to wear and tear is of heavy cast iron, viz., the grate bars, the fire pot and the combustion chamber.

In the construction we have also taken great care so as to give the buyer efficient heat at a saving of fuel.

Grate Bars are triangular in form and it is acknowledged that this is the best grate for furnace use. Being triangular in form, it has 3 sides, which can be exposed to the fire and this will naturally give much better service than any other grate with only one side to the fire.

The **Fire Pot** which is made in two sections has a cup joint which minimizes the danger of cracking the centre. It is flanged or ribbed on the outside to add strength and additional radiating surface.

Cast Iron Dome is made exceptionally heavy and fits the Fire Pot with a cup joint. It will last longer and it will produce a greater volume of heat and also distribute and maintain a more even temperature than any other construction.

Every Sale will net you a splendid profit.

Write us for particulars to-day.

The Galt Stove & Furnace Co., Ltd.

GALT, ONTARIO

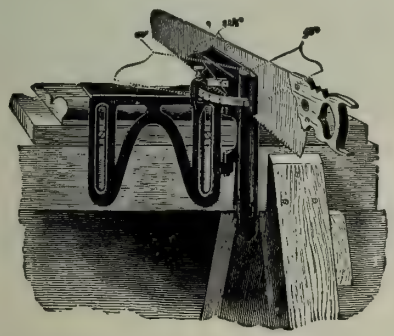
Have You Tried a No. 33 Golden Despatch RAZOR?

We want to send you one box, for you to try on the customer who has never had a razor that would shave well. If they don't suit return them to us.

Genuine Giant Nail Puller. First made —Best made. You get a new one if it breaks.

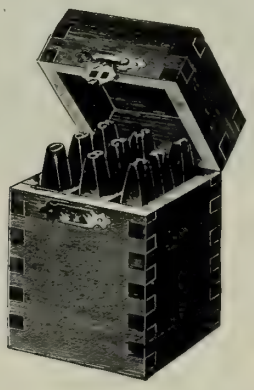
No. 238. Power blades in all sizes up to 24 in. by 1 in.

No. 092. 8-12 in. extension, N.P.

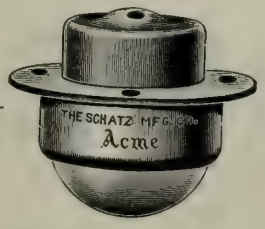


No. 159. Seavey Mitre Box, weight 2 lbs, use any saw, cuts all angles.

No. 1912. Converted Steel Scissors, a first-class, cheap piece of goods, 6 to 9 inch assortment on cards of one dozen.



No. 3567. Figures. All sizes kept in stock.



No. 658. Pin Pattern Caster, Ball Bearings.

No. 656. Plate Pattern Caster.

No. 100. Acme Can Opener, cuts any kind of can.

Smith Hardware Co., Limited

Montreal

THE STEEL COMPANY OF CANADA, Limited

HAMILTON, ONTARIO

We have a large stock of various sizes from which we can make immediate delivery of

WROUGHT IRON

Agricultural Pipe
Bedstead Tubing
Conduit and Signal Pipe

PIPE

Steam and Gas Pipe
Fencing Pipe
Railway Pipe

Black and Galvanized Standard and Extra Heavy

Our modern machinery permits us to cut the pipe in such a manner that the passage inside is perfectly clear, and free from burrs.

Our product has a CLEAN SURFACE free from blisters and other irregularities.

UNIFORMITY is a quality found in our pipe, both in material and workmanship which increases the life and usefulness.

The Thread is of EVEN and PERFECT Cut which insures a snug fitting with the coupling.

Every length is tested to 500 lbs. pressure per square inch.

LEAD PIPE

MADE OF THE BEST PIG LEAD.

Soil or Waste, Composition Gas Pipe, Fountain or Aqueduct

—SALES OFFICES—

Hamilton **Montreal** **Toronto** **Winnipeg**
Vancouver, B.C. **Victoria, B.C.** **St. John, N.B.** **Halifax, N. S.**

The First Prize Winner of the "Samson" Window Dressing Contest

This exceedingly effective display was submitted by **Mr. C. C. Lee, Goderich,** and has been awarded the first prize of $25.00 in the **Samson Window Dressing Contest.**

The arrangement of the various articles has been done with a great deal of discrimination and good judgment.

Mr. Lee is to be congratulated on his aggressive enterprise. Mr. Lee was assisted by his clerk, Mr. Craigie.

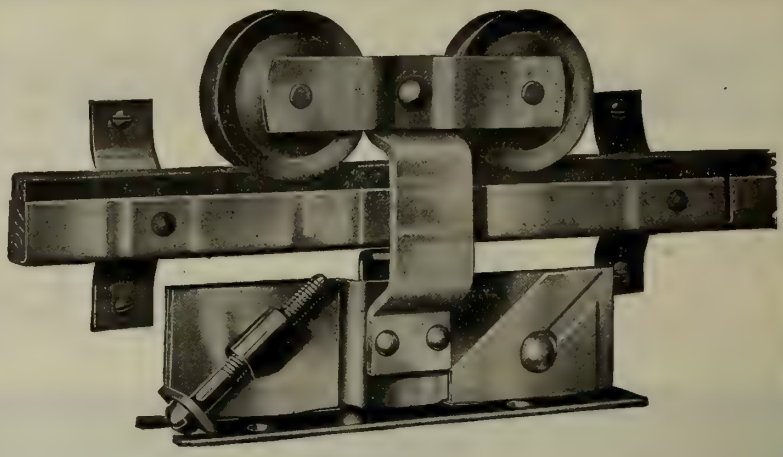
H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

We Ship Promptly **Toronto** Our Prices are Right

Graham Nails are the Best

Are You Getting The Hanger Business In Your Locality?



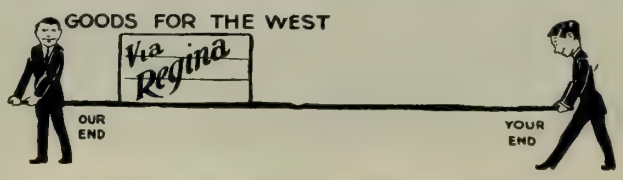
The Hatch

The Hatch Parlor Door Hanger gives entire satisfaction all around. It is low in price, easily adjusted, and very easy to put up. The Hatch is practical and noiseless, runs smoothly, and does not get out of adjustment.

Canada Steel Goods Company, Limited

Crescent Brand BUTTS and HINGES

Hamilton, Ontario



Let Us Help You Carry Your Business West

IT'S often a long stretch from you to your Western customer. How can you get goods out to him quickly and economically? Is that your problem? Assuredly, it costs less to ship twice than to ship once! Combine orders enough to make up a carload and bill this car to Regina. Regina is right in the center of a network of railways. Almost any place can be reached from there directly and quickly. Consign your car to us. We will open it, sort the various orders carefully, and re-ship by the best roads. You thus reduce the high freight charges on small, separate shipments to the short end of the journey, after having gained low car-load rates on the far greater part.

For quick delivery in the West we can hold a stock of your goods, sent out economically in carloads, and fill orders as received, by letter or wire, from your customers, your salesmen or yourself. Our charges are so reasonable you will find this way of carrying business West a most profitable one. We are in position to handle easily the heavier responsibilities of shipment which naturally come at the far end.

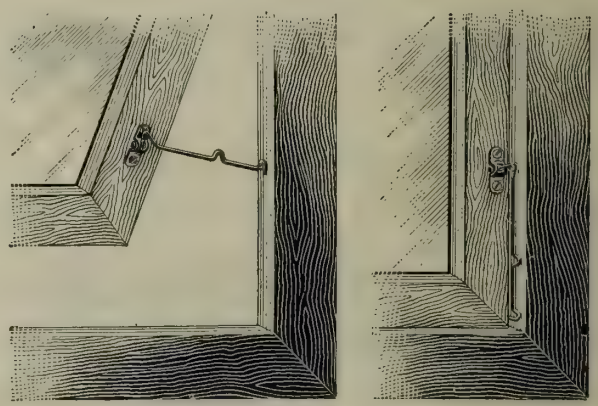
REGINA STORAGE AND FORWARDING COMPANY LIMITED REGINA

We have more to tell you when we have your address.

Watrous

No. 2. Storm Sash Fastener

Japanned ***Galvanized***



Can you afford to tell your customers you can't get one that suits? Order this Fastener from your jobber at once. Simple, Practical, Strong and Cheap. Prevents rattling—gives ventilation.

WATROUS MFG. COMPANY

DES MOINES, IOWA

A. MacFarlane & Co., Montreal, Canadian Representatives

We Initiate—Never Imitate

Hanger Superiority

Front View
"Big 4" Hanger

BIG 4 HANGERS and BRACED RAIL have distinctive features—good, strong, indisputable talking points that help to make sales.

Why carry a stock of half-dozen varieties when you can carry THE BIG 4 HANGERS and suit all tastes and pocket books?

POINTS OF SUPERIORITY

Simple in construction.
Easily attached to door.
Flexible and rigid hanger in one.
Great strength and durability.
Anti-friction steel roller bearings.
Axles and rivets galvanized to prevent rust.
Shoulder on axle prevents wheel housing from binding.

View of "Big 4" Hanger, Showing Flexible Feature

BRACED RAIL

On which the BIG 4 HANGERS run is made from 1¼ x 3-16 in. planished, machine straightened steel. The brackets are braced from below, giving a third more strength to the rail. Made in four, six, eight and ten foot lengths. Eight pieces of each size in a bundle.

BRACED RAIL

Do you want the exclusive sale? It's yours for the asking.

Write to-day for our proposition. It will interest you.

Ask for general catalog. Sent free.

NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS

ELEY

CARTRIDGES

ALWAYS RELIABLE

LETHAL BULLETS

for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.

Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited, North Transcona, Man.

Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley ⅝-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholsale and Retail Hardware Merchants.

The Thos. Pink Co., Limited

Manufacturers of LUMBER TOOLS

PEMBROKE - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

TRADE W MARK

Known Reputation Makes Easy Sales

Every dealer knows from experience how much easier it is to sell an article of established reputation than one that is little known. This is particularly true of guns and ammunition, for there are many elements essential to a good gun and satisfactory ammunition that cannot be seen. Therefore, the customer is largely influenced by reputation.

WINCHESTER

Guns, Loaded Shells and Cartridges

enjoy the highest reputation the world over for quality and reliability. They are extensively used and enthusiastically endorsed by Canadian sportsmen. Dealers will therefore find it to their advantage to stock the Winchester line of guns and ammunition. The comprehensive Winchester advertising campaign being carried on in Canada this year means more business than ever for the retailer. Be prepared to get your share. Look over your stock of Winchester goods and send an order for "outs" to your jobber today. Insist upon having Winchester make—the

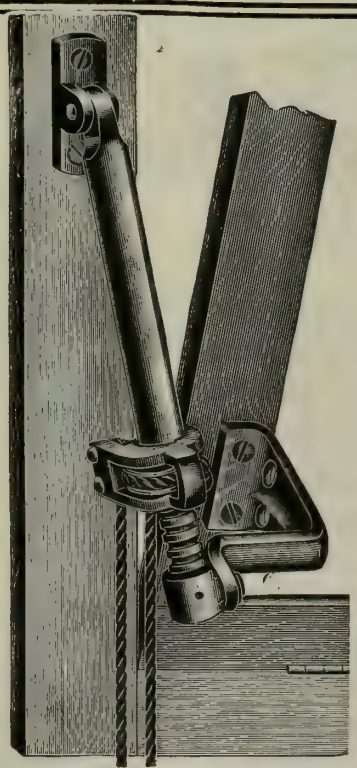
GUNS, LOADED SHELLS AND CARTRIDGES OF KNOWN REPUTATION AND PROVED SUPERIORITY

85c. For Complete Electric Bell Set

Over 50% clear profit to the retailer on every set. A specialty that will sell to every householder. Costs you only 85c, and sells complete with battery for $1.35. Absolutely no trouble to instal. Everything necessary in the set, including diagram of connections. The illustration shows a sample of the card to hang up for show. The set is put up in cartons and therefore cannot deteriorate. There will be a big demand for these once you start them.—Get in on it at once.

Chapman & Walker, Limited

TORONTO, ONTARIO



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

E'TD 1809 EVERED & Co L'TD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England

SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

BRASS FOUNDRY

LIGHTING FIXTURES

METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

PLEASE NOTE: All Communications should be addressed direct to the Factory, Surrey Works, Smethwick, England.

The Most For Your Money

Every so often the "just as good as Plymouth" argument is put up to you. Suppose you take a chance. The rope arrives. What do you do?

Here's what one dealer did.

> "I just returned three coils (just as good as Plymouth Manila) ½c lower in price, but, "my," the quality."

PLYMOUTH ROPE
"The Rope You Can Trust"

became the standard article that it is by giving superior service to the user.

In rope "the most for his money" means to the user; greatest length, strength, durability and working qualities — not so many pounds. To the dealer it is expressed in the satisfaction of his customers and the permanency of their trade.

The only basis on which you can give the customer lasting satisfaction is that same superior service. "Just as good as Plymouth" arguments do not convince him nor do they convince you.

When an article remains standard, uniform and appreciated from year to year, like Plymouth Rope, it's a good thing to stick to.

Independent Cordage Co., Limited

Canadian Sales Agents

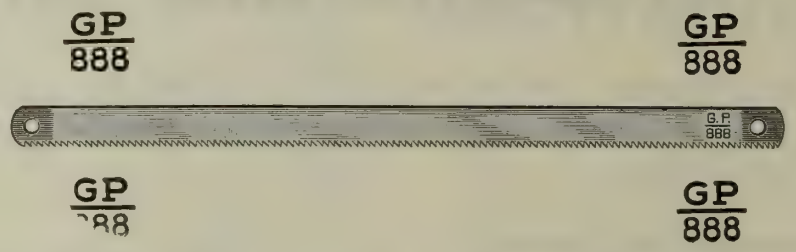
55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver

Goodell-Pratt's

G-P
888

Hack-Saw Blades



The Blade that has made good

This has been attested to by the many repeat orders received from large users and dealers of Hack Saw Blades.

You will find,—as many already have found—that they represent more value for the money than any brand on the market.

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

THIS BRAND OF CORDAGE

LATHYARN, CLOTHES LINES, TARRED GOODS,
MARLINE, PACKINGS, Etc. BINDER TWINE

of Every Description

MANILA, SISAL, ITALIAN, RUSSIAN, JUTE.

Is The Result Of Nearly A Century's Experience And Our Constant Aim To Keep Our Goods Superior To Other Makes.

We can ship promptly from our factories and agencies which are located at 12 convenient points throughout Canada or you can procure it from leading jobbers.

LION

TRADE

MARK

BRAND

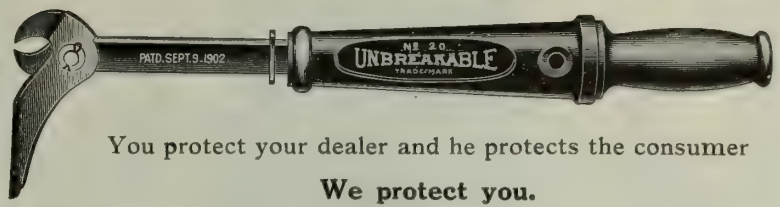
Consumers Cordage Co., Ltd.

Factories: Montreal, Que., and Dartmouth, N.S.
Branches: Toronto, Ont., and St. John, N.B.

Agencies:
F. H. Andrews & Sons, Quebec MacGowan & Co., Vancouver
Tees & Persse, Limited, Winnipeg, Moose Jaw, Saskatoon, Regina, Calgary, Edmonton

Figure it out for yourself whether it pays to handle a Strictly Guaranteed Nail Puller

The No. 20 Unbreakable is guaranteed for five years.



Write for circulars and prices.

You protect your dealer and he protects the consumer

We protect you.

The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn., U.S.A.

Canadian Representative: PRESCOTT W. ROBINSON, 288 St. Paul Street, Montreal, Canada

Sorby's Tools

TRADE MARK.

Garden Shears, Garden Sets of Tools, Forks, Trowels

LARGE STOCKS AT WINNIPEG

The GEO. H. SAYWELL CO., - - Winnipeg

CHAMPION'S

WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND, SOUTH AFRICAN, ETC., COLONIES

GUARANTEED FREE FROM ADMIXTURE OF GERMAN OR ANY OTHER FOREIGN DRY WHITE LEAD

ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

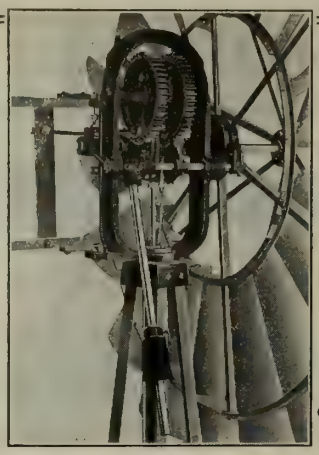
CHAMPION, DRUCE & CO.

WHITE LEAD CORRODERS

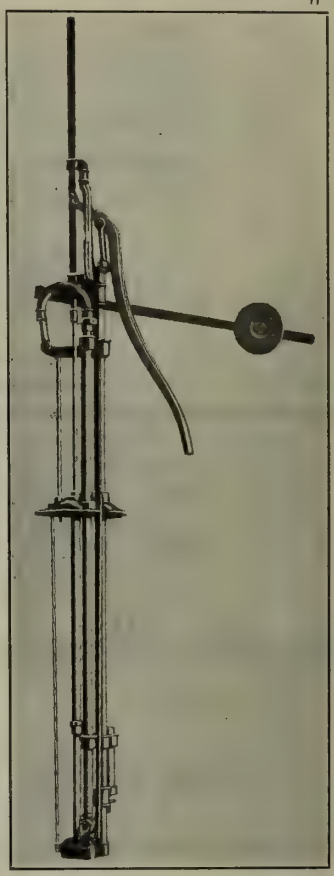
6 LAURENCE POUNTNEY HILL, CANNON STREET, LONDON

ESTABLISHED OVER 130 YEARS

Assurance of Satisfaction



Good Margin For Profit



Our Windmills and Pumps

are manufactured in a plant equipped with machinery for high quality production. We rely on every windmill or pump which we place on the market not only to sell itself, but to bring us more business by giving a highly satisfactory service.

Our agency proposition will net you a big profit. Write for it to-day.

Catalog on request.

Dominion Well Supply Co., Ltd.

Cargill, Ontario

NICHOLSON-MADE FILES

DECIDEDLY the best files to retail are those of "even" quality — each file as like its predecessor as possible in its various features of cutting power, hardness and wear.

Dealers who carry "Nicholson-made" Files and Rasps have the benefit, without a penny of extra cost, of securing for their customers a high-quality article as unvarying as human forethought and skill can devise.

First, the steel is uniform. Owing to a consumption of over 1,000,000 files a week, the steel stock is a special run of Nicholson private formula steel.

The "Nicholson-made" File and Rasp Brands sold in Canada:

American Arcade
Globe Great Western
Kearney and Foot

are made from this special steel. They are uniformly cut, by means of special Nicholson machines. The files are heat-treated and hardened by a private process.

These conditions make for absolutely uniform "Nicholson-made" Files.

But the Nicholson organization goes still further. Each file receives over 10 individual inspections during making. When made, each file is individually hand tested. Quality is insured as well as uniformity.

Stock "Nicholson-made" Files. Without costing you or your customer an extra cent, they give your customer perfection of service, and maintain that perfection. You, as the dealer, participate in the continuous chain of sales of "Nicholson-made" Files to the one consumer. All jobbers sell them.

NICHOLSON

FILE COMPANY **PORT HOPE, CANADA**

40

HOW MANY VOTE "K & J"

on the wheelbarrow and scraper question?

EVERYBODY

And that reminds us of what the salesman said—

"I was selling a man some road tools the other day," said the salesman, "showing him the line we always keep on the floor, when a casual acquaintance of his dropped in. The men talked along about the weather, crops and the like, while I was making the first sale, and when I was through the second man asked for a certain line of other goods we have been handling

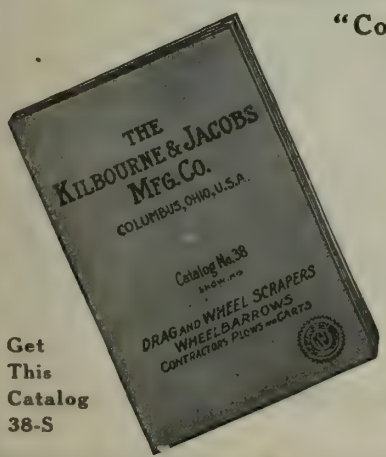
"We had over-bought on these goods a little, and I was anxious to work them off so I stepped to the case and opened it with extra ginger. The customer came along with the first man following, talking casually. The goods seemed to be about what was wanted and I would have had the sale closed in short order, but the first man kept chipping in objections in a disgruntled sort of way; nothing definite, just knocking. I showed every good point I could think of, but the customer hesitated. I made a bad move then. I stepped to another case a second, and they had whispered words together, when I came back it was all off.

"Now, the customer I lost uses road tools. But it never occurred to him to interfere in my first sale. That's the thing I like about this line of road tools we handle. There is not always someone chipping in and queering a sale. When I show this line everybody boosts."

We won't mention the name of the manufacturer of the line, everybody boosts, but the goods bore the "Seal of Satisfaction" trade mark.

"Columbus" Drag

"Pan-American" Barrow



Get This Catalog 38-S

These and other "K & J" Brands of Drag and Wheel Scrapers, Grading Plows, Wheelbarrows, etc., are carried in stock by the Leading Hardware and Equipment Jobbers from Halifax to Vancouver.

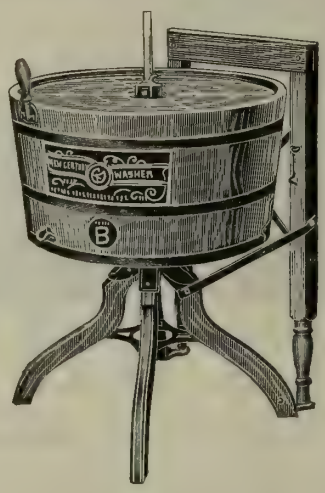
The Kilbourne & Jacobs Mfg. Co.

NEW YORK **COLUMBUS, OHIO, U.S.A.** LONDON

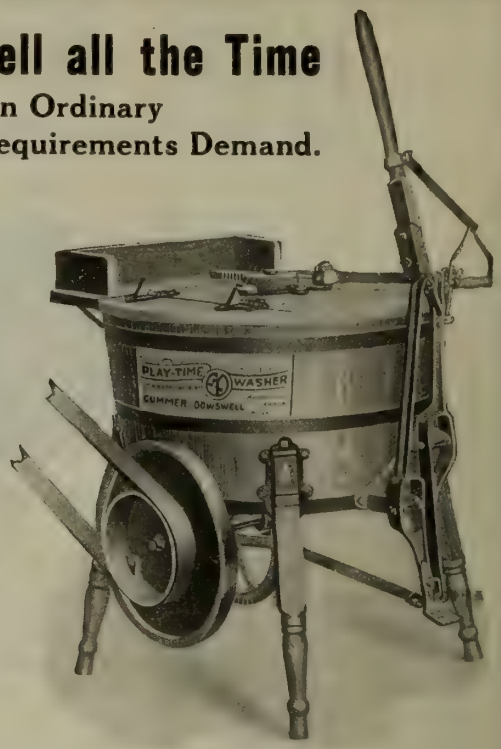
Cummer-Dowswell Washing Machines Sell all the Time

They're made a little better than Ordinary Requirements Demand.

Seafoam Electric Combination Power Washer and Wringer



New Century Style "B"



Playtime (Hand or Power)

There is no more popular item in a Hardware Stock, and the C-D Line means busy days.

Made at HAMILTON, Ont. by

CUMMER-DOWSWELL, Limited

Western Agents, H. F. Moulden & Son, Winnipeg
Eastern Agents, W. L. Haldimand & Son, Montreal

Davidson's Extra Quality, Strong Galvanized Iron Pails

Attractively Decorated with Bands of Bright Red Japan and Neatly Labeled

"Contractors"

No. 116, capacity 16 Imp. quarts. Seamless body, with heavily wired top edge, and fitted with iron rim to protect bottom.

Minto.

No. 14, capacity 13 Imp. quarts. Strong and durable, and fitted with heavy pressed Hercules bottom.

"Alberta"

Capacity 12 Imp. quarts. Flaring pattern, heavy material, reinforced ears, extra wide across top.

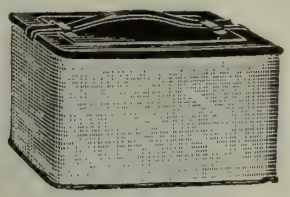
These pails are galvanized after being formed, which adds considerable to their strength and wearing qualities. They are in great demand for use by contractors, railways, roofers, cement workers, corporations and the mounted military camps.

Write For Prices

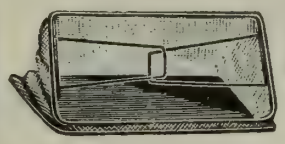
THE THOS. DAVIDSON MFG. CO. Limited, Montreal, Winnipeg, Toronto

EHLE'S PATENT LUNCH BOX

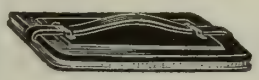
This is a cheap and convenient food carrier. The top and bottom are pressed out of sheet metal, and japanned. The sides are made of heavy waterproof canvas; and when folded the box is not more than a quarter of an inch in thickness.



READY FOR USE.



FOLDING UP.



FOLDED FOR POCKET.

Dimensions set up--
7½ x 4½ x 5 inches.

Parcelled 1 doz. in a bundle; packed 1 gross in a case.

Shipping weight per gross, 80 lbs.

Prices on Application.

Manufactured by E. T. WRIGHT CO., Limited, Hamilton, Canada
(H. G. WRIGHT)

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

Improved Patent Flush Handle

CHESTERMAN'S

TRADE MARKS

J C CONSTANTIA J C

MEASURING TAPES

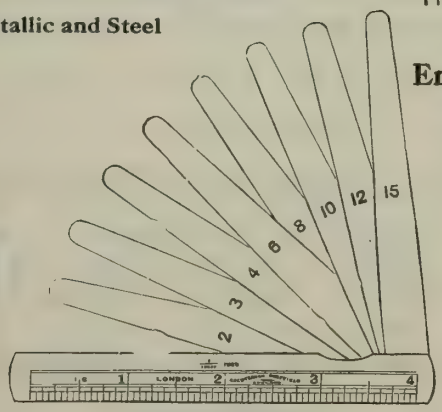
Linen, Metallic and Steel

For Prices, Catalogues etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

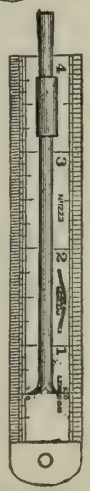
TRE BLE

Engineers' Small Tools

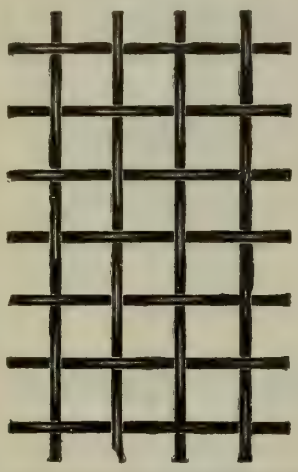


Steel Feeler Gauge

Steel Rules, Gauges, etc.

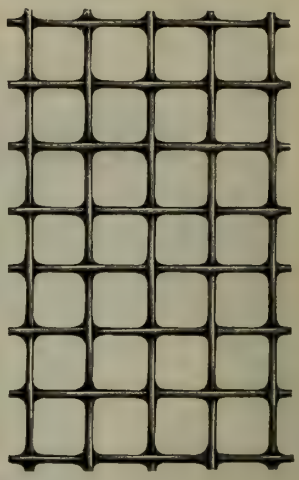


WIRE CLOTH



Sand Screen Cloth
Fanning Mill Cloth
Regalvanized Wire Cloth

Every description of
Wire Cloth and Wire Work.



WIRE ROPE **WIRE ROPE FITTINGS**

MANUFACTURED BY

The B. Greening Wire Co., Limited

Hamilton, Ont. Montreal, Que.

The Portland Power Washer

is manufactured in one of the largest factories in the world, owning and operating its own brass foundry, where all motor parts are made of the best material that can be procured.

All castings no our motor are brass and will not rust.

The motor is gearless and needs no oiling, thereby saving grease spots on the clothes.

The tub is large and fully corrugated, and finished in the best possible manner, with oil filler and varnish.

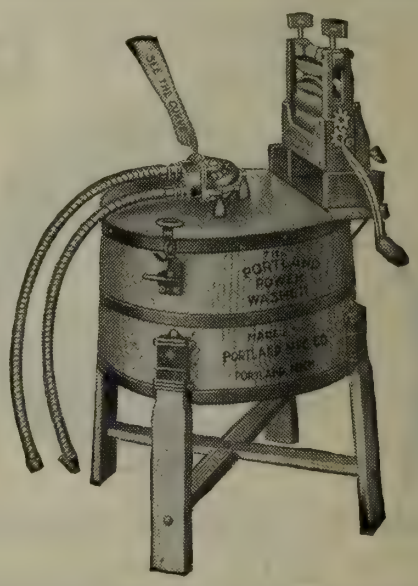
Will operate on less pressure than any other water motor machine on the market.

The agitator travels farther at each stroke than any other machine; therefore does the washing in much less time .

Is thoroughly tested by our skilled expert before leaving the factory.

This machine is made by men who have "grown up" in the business; men who have studied whys of every washer's success and the reason for every washer's failure. That's why the **Portland Power Washer** is such a **perfect piece of mechanism** success everywhere.

It will be a splendid washer for you to handle. Guaranteed for 3 years.



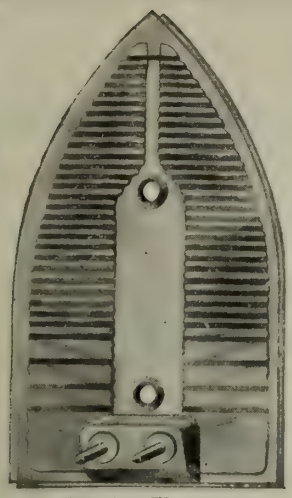
Manufactured by

PORTLAND MANUFACTURING CO.

PORTLAND, MICHIGAN

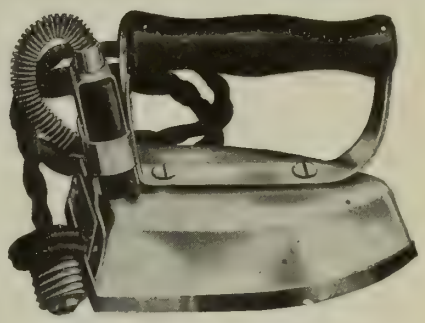
Sole Distributors for Canada :

Henderson & Richardson, Montreal



Heating Element

The Beautiful Colborne Electric Iron



appeals to every housewife on first sight. The hundreds we have sold this year have given every satisfaction, because the heat is just where most needed. At the front the heat is greater than at the rear. See our element illustrated here, and note how the wiring goes right into the toe of the Iron. There is a guarantee with each Iron. This Iron can be retailed at from $4.00 to $4.50 each.

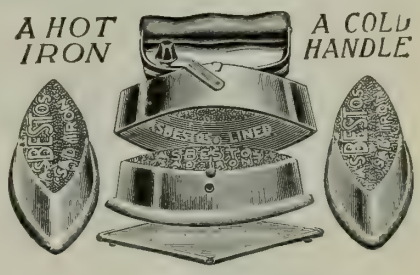
This hot weather has made a run on our

CHARCOAL IRONS

But we have another supply just to hand for repeat orders.
Weight each from 5½ to 8½ lbs.; polished bottom and sides.

ASBESTOS IRONS

No. 70 in sets of three irons beautifully finished, well advertised.



The dry weather has created a good demand for hose.

We have enough for repeat orders in both ½ and ¾ inch. Any grade can be expressed same day order is received.

Our Wolverine Hose Reel is a little better than the average, with a capacity of 300 feet of hose, with large wheels, and hardwood slats in its red finish it is most attractive.

Caverhill, Learmont & Co.

Montreal

FALL GOODS

McClary's stock of goods to fill the demand which comes to you with the Fall is complete.

Workmanship and finish is of the high order which characterizes the output of the McClary factories.

Send your order in early for COAL HODS, FIRE SHOVELS, STOVE PIPE, ELBOWS, STOVE BOARDS, ETC.

Get in touch with our nearest branch at once.

London Toronto Montreal St. John, N.B. Hamilton **McClary's** Calgary Winnipeg Vancouver Saskatoon Edmonton

B.B. Co. Presses Embody

STRENGTH and RIGIDITY

MINIMIZING maintenance cost of both press and tools.

Every B.B. Press spells **EFFICIENCY.**

Our experience is your safeguard.

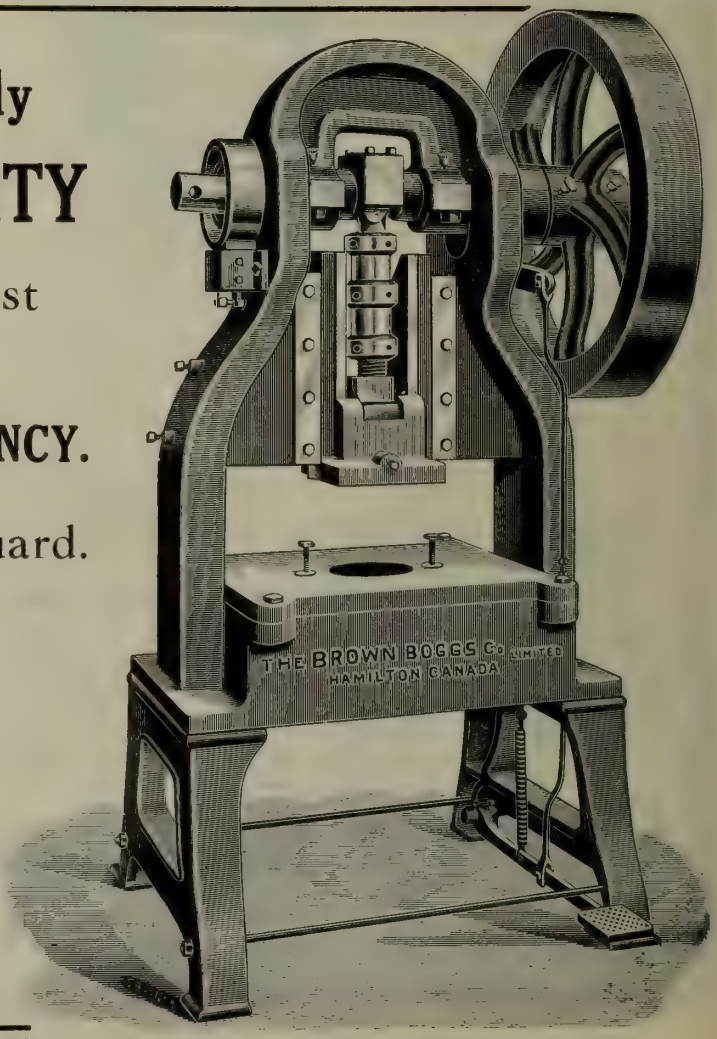
LET US QUOTE ON YOUR PRESS REQUIREMENTS.

The Brown Boggs Co.

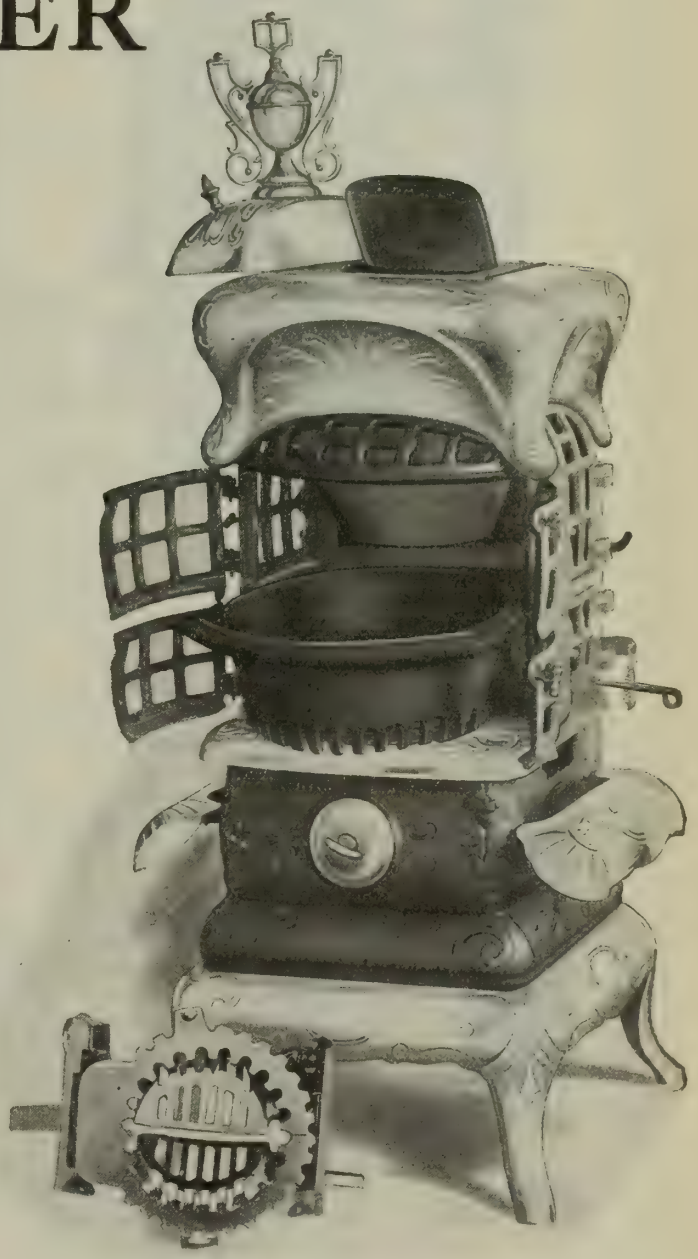
LIMITED

HAMILTON, CANADA

Presses, Dies, Tinsmiths' and Sheet Metal Workers' Tools, Canning Machinery



THE "Gladona" BASE BURNER



This new production of the McClary foundry is one of the handsomest heaters on the market, and as you know, appearance goes a long way in selling a base burner. The purchaser will find it a case of "Handsome Is" and "Handsome Does" because the "Gladona" is a **house heater,** not merely a room heater.

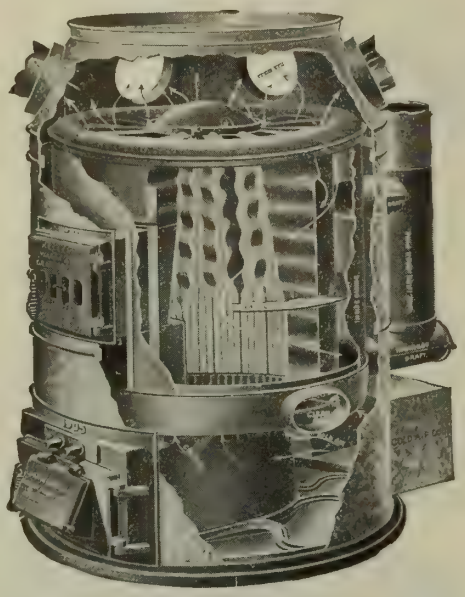
The firepot is removable—Grates easy of access—standard two-flue construction—latest duplex grates—automatic magazine cover which opens the inside lid—heavy nickel trimmings of handsome design. All these are selling points; material and workmanship are up to the McClary standard. These facts, coupled with the moderate price of the Gladona, ensure a ready sale and a satisfied customer.

McClary's

LONDON TORONTO MONTREAL
HAMILTON CALGARY WINNIPEG
VANCOUVER SASKATOON EDMONTON
ST. JOHN, N.B.

There is An Extra Large Margin for Profit in the

"Kelsey" Warm Air Generator



One of the Zig-Zag Tubes

The "**Kelsey**" is **distinctively different** from ordinary warm air furnaces, and it does not enter into competition with them, therefore the dealer can ask more and get it.

The Kelsey has three times as great area and heating surfaces and **more than twice as much warm air circulation capacity as any other warming device** with the same diameter of fire pot and fuel capacity, thus assuring the greatest possible efficiency and economy.

The superiority of the Kelsey is largely due to the , ZIG-ZAG TUBES which form the fire pot and combustion chamber. Most of the air must pass through these sections and cannot get through without being warmed, even with a low fire in the generator.

Let us get you in touch with users—profit by their experience.

Ask for descriptive booklets.

TRADE MARK

The JAMES SMART Mfg. Co., Ltd.

BROCKVILLE, ONT.

Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit

This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The Thermo Washer is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

ROOFING

For All Kinds Of Buildings

CORRUGATED IRON
WINNIPEG SHINGLES

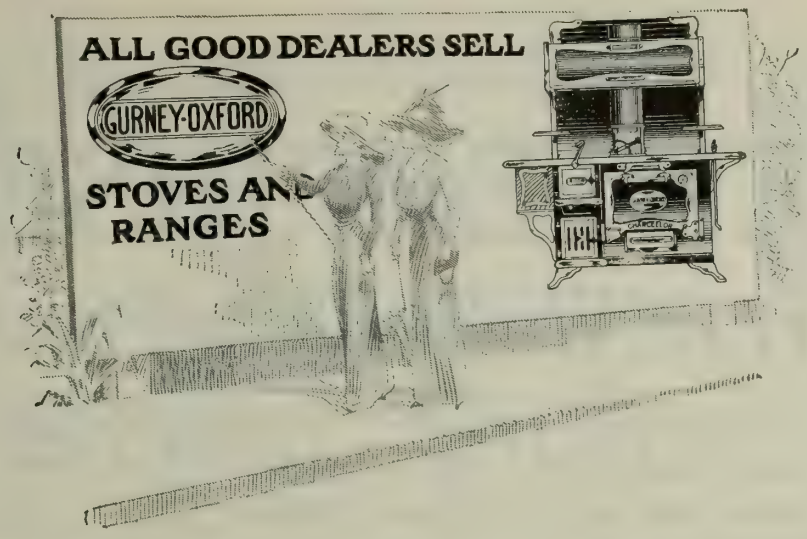
SHIPPED PROMPTLY

Send in your plans for lump estimates that will help you close the order.

Winnipeg Ceiling & Roofing Co.

Limited

P.O. Box 2186 H **Winnipeg, Man.**



Here are Real Money Making Reasons Why the GURNEY-OXFORD Line should be featured as your leading Agency:—

"Everything for Heating and Cooking." When you are the **Gurney-Oxford** Agent you can supply anything required under one trade mark.

Standardized parts, backed by an efficient organization, we enable you to talk good service and **give it.**

Our Aluminum System of Patterns means that our repair parts will always fit.

Standardized Warming Closets and High Shelves mean a minimum of stock for you to carry.

Note pages 4-6 in our new Store Catalog. (Have you got a copy of it?) We put these features on **all** our ranges, so it is **easy** to get selling efficiency in your store. When the salesman knows these things, he knows the line. **We've Standardized selling features.**

The Trade Mark is nationally advertised. You would refuse to handle an unknown line of paint—The **Gurney-Oxford** dealer has thousands of dollars of strong newspaper advertising back of him.

GURNEY-OXFORD

We advertise for you, locally, over your own name, in your own paper, if you in turn, co-operate with us and push the line.

We'll do special promotion work, covering circular letters, demonstrations, window dress, etc., for the man who appreciates this help and works with us.

We carry large stocks in all big Canadian business centres.

We'll give you exclusive territory, and we'll sell the legitimate trade only, and help you fight the catalogue houses.

Add it all up:—
The best line.
The line of great variety.
National advertising under one trade mark.
Real co-operation.
The convenient line to carry, know and sell.
Exclusive territory.
A square deal.

These are the reasons why our dealers do a growing business. Drop us a card for more particulars. Address it to our nearest branch house.

The Gurney Foundry Co., Limited, Toronto

Montreal, Hamilton, Winnipeg, Calgary, Vancouver

ENTERPRISE

Fruit, Wine and Jelly Press

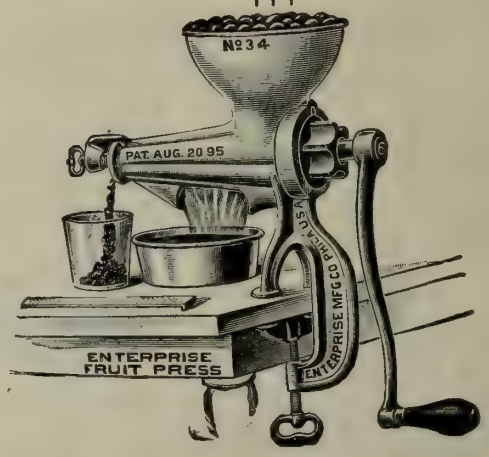
Every woman who puts up fruit, makes wine or cordials needs this machine.

It is simple in construction, substantially built, easily operated and cleaned—fixtures that every housewife appreciates. The dryness of the pulp is easily operated by a handy thumb screw.

The name "Enterprise" is a guarantee of quality and satisfaction.

Our other very profitable lines are **Enterprise Meat and Food Choppers, Sad Irons, Sausage Stuffers, Coffee Mills, etc.**

Ask for our illustrated catalogue showing complete Enterprise line.



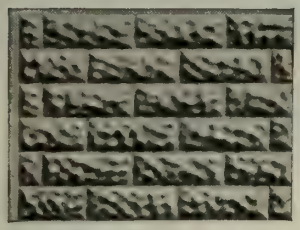
THE ENTERPRISE MFG. CO. OF PA.

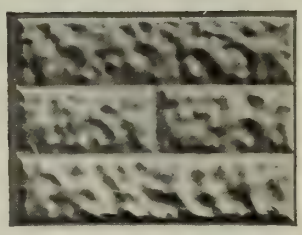
PHILADELPHIA, PA.

29 Murray St., New York City

176 N. Dearborn St., Chicago, Ill.

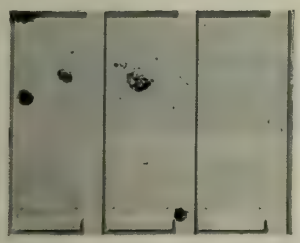
530 Golden Gate Ave., San Francisco, Cal.





No matter whether a new building is to be erected or an old one remodelled, you will be in a position to quote rock-bottom prices and offer the high-grade siding if you are handling

"Metallic" Steel Siding



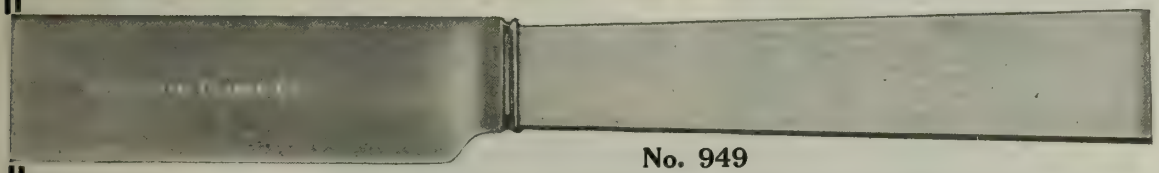
Here is a most popular building material, made in many styles, either painted or galvanized, that is fire-proof, damp and cold-proof, and very low in cost. Don't delay getting information from us at once, so that you can quote prices and start the business your way.

The Metallic Roofing Co., Ltd.

MANUFACTURERS

Toronto and Winnipeg

High Grade Cutlery, Electro Plate and Solid Nickel Silver Flatware



No. 949

The Blade of our No. 949 Knife is made from a High Carbon Sheffield Steel, that is guaranteed to hold its edge. The Handle from the best English Grained Celluloid, and is warranted secure.

McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Can.

AGENTS:—J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.

DO IT NOW!

Send us your order for Eavetrough, Conductor Pipe, Elbows, Valleys, Ridge Roll, Skylights, Ventilators and

Corrugated Iron

We ship while others are thinking about it

WHEELER & BAIN, Toronto, Ont.

MAGNOLIA

UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL CO.

Office and Factory 225 Ambroise Street Montreal

Mr. Hardware Dealer: H. Boker & Co.'s "Tree" Brand Cutlery

Allows you to make a good clean profit, and at the same time gives your customers the most satisfaction. Quality and workmanship guaranteed.

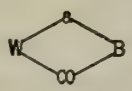
Specify Boker's Tree Brand Cutlery on your next order.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

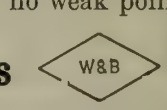
The Nut Must "Give" In The Bite Of A "W & B" Machinists' Knife Handle Wrench

EACH "W & B" MACHINISTS' KNIFE HANDLE IS WARRANTED

The jaws stand up to the requirements of hard usage. The openings have greater capacity than other makes. The head and bar are drop forged in one piece. The grip is easy and does not tire out the user. "W & B" Machinists' Warranted Knife Handle Wrenches have no weak points.



Tools of Quality Bear These Marks



Your jobber will supply you. In case he is out of stock, and you are delayed in getting your orders filled, write us direct. We will see that you are supplied.

WRITE FOR CATALOGUE NO. 82-B.

The Whitman & Barnes Manufacturing Co.

ESTABLISHED 1854

Office and Factory, St. Catharines, Ont. Stocks Carried at Winnipeg and Montreal

PRESTON ONTARIO

"PRESTON" METAL GARAGE

No Insurance Needed. Cannot Burn. Lightning Proof. Proof Against All The Weather Elements. Car As Safe As if in a Vault.

Many Buyers of 1914 Model Cars Will Become Buyers of our Garage

Why Not Become A Preston Agent?

Just Do A Little Work And You Will Get A Large Commission

We supply you with a neat, compact and very attractive catalogue which contains illustrations that are certain to interest the automobile owner.

When you are sure that you have a party interested and do not feel capable of closing the sale yourself, write us giving name and address of the prospect.

We will immediately send an expert garage salesman, *absolutely free,* to help you.

By co-operating with us you get a big commission on every sale that we effect.

Send us your request for agency in your town to-day.

The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD.,

MONTREAL	TORONTO	PRESTON	WINNIPEG	SASKATOON
Quebec	Ontario	Ontario	Manitoba	Saskatchewan

Offices in all the large cities.

Head Office: PRESTON, ONTARIO

MAIL US THIS COUPON.

Please send us your latest catalogue, "Modern Garage," also agency proposition ....

Sign name here.

PRESTON ONTARIO

Bringing in the Sheaves

BUSINESS MEN in Canada are jubilant these days over the unusually favorable crop reports which are coming in from almost every rural district.

It really looks as if the 1913 crop would break all records, and prospects are for good prices, too, owing to partial crop failures in other agricultural countries.

Hence, C. W. Jeffreys' drawing for the front cover of Hardware and Metal's Annual Fall Number will have a special significance.

It represents a group of farmers bringing in their grain to the elevators of a Western town. Horses, oxen and traction engines have all been called into use, after the fashion of Western farmers, and the scene is a busy one in the extreme.

Mr. Jeffreys is President of the Canadian Society of Artists, and is probably the most famous illustrator in the Dominion. His well-known abilities have found full scope in depicting the animals struggling at their loads, the drivers tugging at the lines, and the general Western air of the busy grain centre.

From every standpoint, the Annual Fall Number of Hardware and Metal will be in keeping with the splendid cover design, which is being printed in four colors. It will be published August 23.

We want every hardware-man in Canada to receive a copy of our Annual Fall Number

The Annual Fall Number of Hardware and Metal, to be issued August 23rd, will contain so many money-making ideas for the retailer, that we want every hardwareman in Canada to receive a copy, and get all possible benefit from it.

So, if you know of any hardware dealer in any part of Canada, who is not a regular subscriber to Hardware and Metal, will you enter his name on this blank form, and send it to us not later than August 15th.

HARDWARE & METAL,
143-149 University Ave.,
Toronto, Ont.

Will you kindly send a free copy of Hardware and Metal's Annual Fall Number, to the following hardware dealers:—

NAME	ADDRESS

List submitted by_____ Address_____

The Canadian Rogers Company, Limited

PAID UP CAPITAL $1,000,000.00

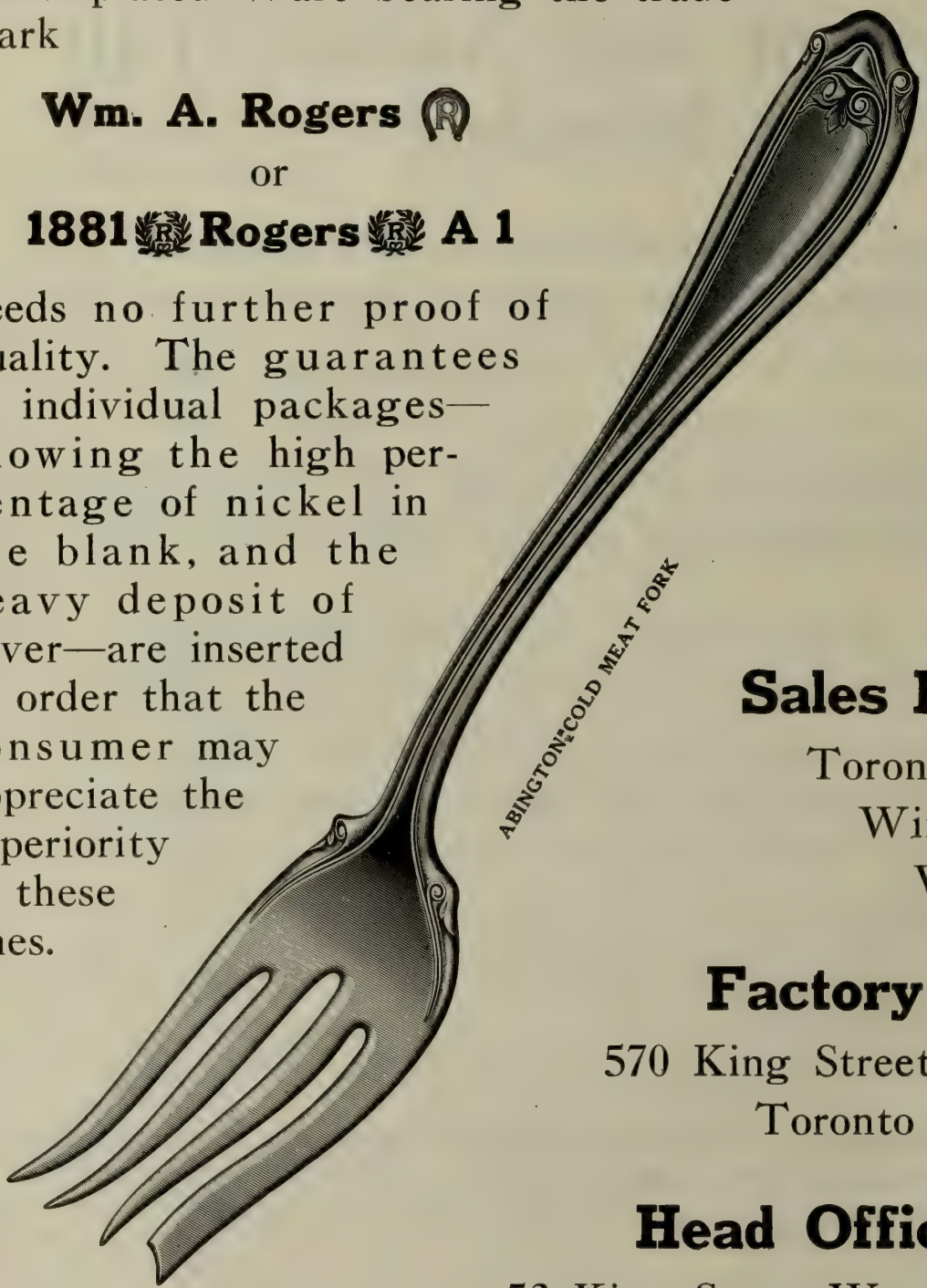
Silver-plated Ware bearing the trade mark

Wm. A. Rogers

or

1881 Rogers A 1

needs no further proof of quality. The guarantees in individual packages—showing the high percentage of nickel in the blank, and the heavy deposit of silver—are inserted in order that the consumer may appreciate the superiority of these lines.



Sales Rooms:

Toronto
Winnipeg
Vancouver

Factory:

570 King Street West
Toronto

Head Office:

53 King Street West, Toronto

HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

Vol. XXV. TORONTO, AUGUST 9, 1913. No. 32

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* -:- H. T. HUNTER, *General Manager*

(ESTABLISHED 1888)

Cable address: Macpubco, Toronto; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

HARDWARE AND METAL

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Alex. Wales, *Advertising Representative*

T. B. Costain, *Editor*
Geo. D. Davis, *Associate Editor*
W. S. Farquharson, *Associate Editor, Montreal*

CHIEF OFFICES.

CANADA—Montreal, 701-702 Eastern Township Bank Building; Toronto, 143-149 University Ave., Telephone Main 7324; Winnipeg, 34 Royal Bank Building, Telephone Garry 2313; Vancouver, H. Hodgson, 2649 Third Avenue West.

GREAT BRITAIN—London, Eng., E. J. Dodd, European Manager, 88 Fleet St., E.C., Telephone Central 12960.

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FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.

SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, $2 a year; United States, $2.50 a year; Other Countries, $3 a year; Single Copies, 10 cents. Invariably in advance.

DOMINION AMMUNITION

The Sportsman's Choice

See that you stock our full line. You can push it with the assurance that it will make good customers for you.

CANADIAN MADE FOR CANADIAN SPORTSMEN.

Sena for window display matter.

Dominion Cartridge Co.
LIMITED
MONTREAL

You'll Find Our SLEDS A Line Of Trade-Winners

They are manufactured in the most modern and best equipped plant of its kind. Our plant is managed by an old and established organization, which, coupled with our earnest efforts to improve quality and minimize cost, must certainly result in the production of a high class article at a reasonable price.

It is our policy to maintain quality of material, workmanship and finish, and with our natural advantages in buying and manufacturing, it is not necessary to cheapen any of these to meet a price for reliable and first class goods.

Steering Sleds

The wood part is made from Northern White Ash and care is taken to select well-seasoned material of good color and texture; wood parts are finished with the natural grain, filled and varnished with the special wear-resisting compound, which has made our goods famous. Runners are of round-top tee steel, well braced and built throughout.

Our Bob Sleighs

Are made of the best Hardwood, put together well, and finished in first-class style The seat and hand rails are painted green or red, hand decorated and varnished, the iron on the runner is a round spring shoe which gives ease of motion. In order that the sleighs may be as strong as possible, the hand rails are bolted to the seat supports thus increasing the support for the seat, and the body of the sleigh is bolted to the runners.

Write for Catalogue.

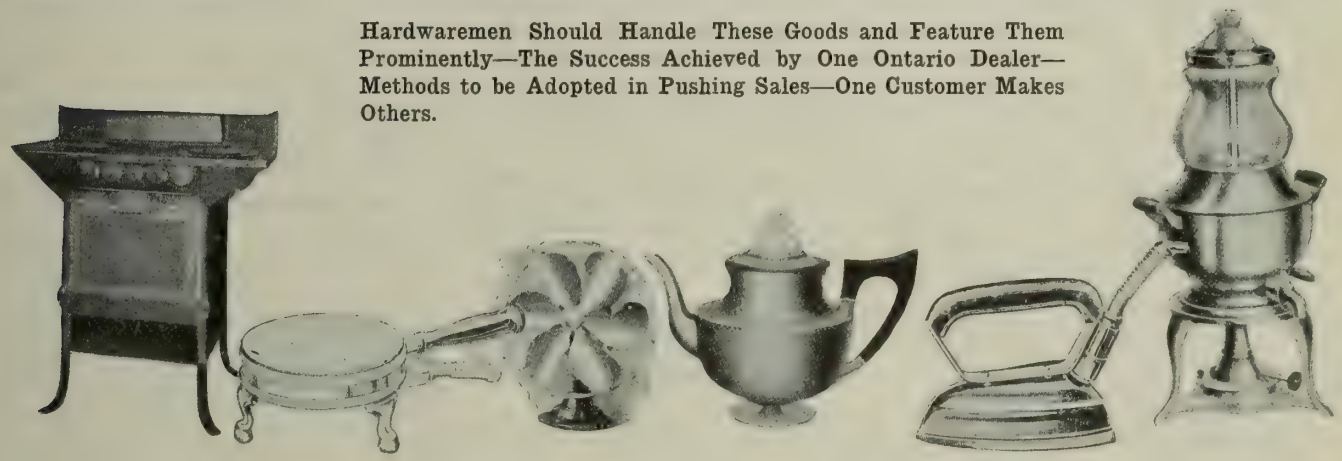
CANADIAN BUFFALO SLED CO., LIMITED, - Preston, Ontario

HARDWARE AND METAL

Vol. XXV. AUGUST 9, 1913 No. 32

Electrical Appliances a Profitable Line

Hardwaremen Should Handle These Goods and Feature Them Prominently—The Success Achieved by One Ontario Dealer—Methods to be Adopted in Pushing Sales—One Customer Makes Others.



Among the many lines of goods now carried in a modern hardware store there is possibly no line that presents a more attractive appearance if properly displayed, allows a nicer margin of profit, or is more easily demonstrated than the electrical appliance line. The sale of appliances has grown wonderfully during the past two or three years, and the demand is increasing daily. Many appliances undreamed of a decade ago are to-day ready sellers, and are giving universal satisfaction to thousands of users. The electric appliance line is being carried in a large number of hardware stores, and in several stores has turned out to be the best paying department in the store.

The majority of electrical appliances present a very attractive appearance with their highly finished surfaces and attractive designs. It is hard to imagine a more attractive or interesting window display than one in which is shown a well arranged display of modern electrical appliances for use in the home. Silent salesmen can also be used to splendid advantage in arranging displays of electrical fixtures. Displays, if properly arranged, will attract the attention of passers-by, and also of customers. One of the most important features, however, is the fact that the electrical appliance line can be so easily demonstrated. A small table can be arranged for demonstrating purposes and electric irons, toasters, samovars, coffee percolators, etc., may be heated in a few minutes and demonstrated to customers without causing a loss of time.

Found Demonstrating Effective.

One dealer who has made a splendid success of the electrical appliance department in his store has found that demonstrating the goods is the most effective manner in which to sell them rapidly. An actual demonstration not only gets the customer intensely interested before purchasing, but gives the customer a better idea how to use the goods after the sale has been made. In the case of this particular dealer a traveller called on him three years ago and tried to interest him in electric irons. The merchant was afraid he could not sell many of them, but after much discussion the traveller obtained an order for twelve irons. They arrived in due time, and the dealer immediately arranged a window display, in which he displayed eleven irons, keeping one in the store for demonstration purposes. The manufacturer had sent along a large number of display cards and other advertising matter, and the dealer made good use of this matter. The result was that he sold the twelve irons in two weeks and sent in an order for twenty-five more. He sold the twenty-five irons in a comparatively short space of time, and has been ordering in lots of fifty ever since. He also added electric percolators, disc stoves, samovars, toasters and vacuum cleaners, and has worked up a large business in all these lines.

This dealer uses newspaper advertising twice a week, and quite frequently he features electrical appliances. His newspaper advertising is always backed up by window displays and demonstrations.

Some Good Selling Points.

There are many good selling points in good electrical appliances, such as saving in time, saving in labor, low cost of fuel, absence of unnecessary heat in hot weather occasioned by using a coal or gas stove, durability, etc.

One of the desirable features in connection with the line is the fact that the dealer can put in a nice assortment at a very reasonable expenditure. It is unnecessary to put in a large stock at the start. In some localities there is a much greater demand than in others, and it is better for the dealer to put in a small stock and feel his way than to overload and then become discouraged, thinking the line a poor seller.

Electrical appliances are a line for which a good demand can be created. Every housewife is interested in electrical appliances for home use. One satisfied customer will tell another, and the hardware store selling a satisfactory line will soon gain considerable free advertising. It is very important that the dealer sell a line in which he can place the strictest confidence and is sure that the appliance will give satisfactory service. All complaints regarding appliances that do not work pro-

(Continued on page 41.)

Changes Made in U.S. Parcels Post

The following note from Washington, in Hardware Age, will be of interest to merchants in this country:

Postmaster-General Burleson on July 19 announced a series of changes in the operation of the parcel post system, including an increase in the maximum weight limit of packages; a reduction in the rates of postage within the first and second zones; and the substitution of a convenient rate chart for the parcel post map in determining postage rates.

Since the establishment of the parcel post system, numerous requests have been received at the Post Office Department for an increase in the maximum weight limit of packages, and a corresponding reduction in the rates of postage. The Act of August 24, 1912, establishing the system, authorizes the Postmaster-General, with the consent of the Interstate Commerce Commission, after investigation, to change from time to time in his discretion, the classification, weight limit, rates, zone or zones, or any of them, in order to improve the service to the public. After weeks of consideration of the subject, Postmaster-General Burleson submitted to the Interstate Commerce Commission, and obtained consent, to the following changes, which are to be effective August 15:

The first zone shall include the territory within the local delivery of any office and the first zone rate of postage will apply to all parcel post mail deposited at any office for local delivery or for delivery by city carrier or on rural routes emanating from that post office.

The second zone shall include the remainder of what is now the first zone together with the present second zone, and shall include all the units of area located in whole or in part within a radius of approximately 150 miles from any given post office.

Rates of Postage.

The rate of postage on parcels weighing in excess of four ounces in the proposed first zone, that is, for local delivery, will be reduced from five cents for the first pound and one cent for each additional pound or fraction thereof, to five cents for the first pound and one cent for each additional two pounds or fraction thereof. The rate for the proposed second zone, that is, the territory embraced within a radius of 150 miles from any given post office, will be reduced from five cents for the first pound and three cents for each additional pound (the present first zone rate) or six cents for the first pound and four cents for each additional pound or fraction thereof (the present second zone rate) to five cents for the first pound and one cent for each additional pound or fraction thereof.

The maximum weight of parcel packages will be increased from eleven pounds to twenty pounds, the increase of weight to apply only to the first and second zones. No change has been made in the restrictions as to the size and form of the package.

Increase in Weight Limit.

Postmaster-General Burleson estimates to the full the sentiment in favor of a general increase in the weight limit and reduction in rates to all zones, but believes that caution should be exercised in the extension of the system, so as to afford the department ample opportunity to prepare for the increased burdens placed upon it.

The changes decided upon by the Postmaster-General are somewhat in the nature of an experiment and it is expected that the experience gained in their operation will afford a valuable basis upon which to predicate future changes in reducing rates of postage and increasing the limit of weight. Statistics collected by the department show that at least one-third of the total number of parcels are handled within the first and second zones, now to be consolidated into one zone. It is the belief of the Postmaster-General that the increase in the weight limit and the reduction of the rates of postage in the first and second zones, as announced, will greatly benefit more than one-third of the public, and that the producer, the consumer and the local merchant will profit thereby. The farmers, who were led to anticipate much benefit from parcel post service, will be afforded a cheap means of transporting their products directly to the consumer. The producer will thus be enabled to deal directly with the consumer, which should be one means of reducing the cost of living. The local merchant or the small merchant whose trade does not justify the employment of extensive delivery service will also be benefited, as it will put him in close touch with his customers. In the outset it was estimated that 300,000,000 parcels would be handled during the first year of the operation of the parcel post system, but it now appears that influenced by the changes herein provided the service will be so popularized that the number of parcels carried during the next year will more than double the original estimate.

A New Rate Chart Planned.

The rate chart, which is to be used as a substitute for the parcel post map, will be prepared as soon as practicable and when prepared attached to the parcel post guide. From it the rates of postage to and from post offices throughout the United States may be the more easily ascertained. The rate chart, to be made for each separate post office, will be worked out from the local point of the unit in which the post office is located. The simplicity of the plan, it is thought, will make easily determinable the rate of postage from that unit to any other on any mailable parcel and will greatly facilitate the handling of parcel post matter at post office windows.

Under regulations adopted by the Postmaster-General, the use of distinctive stamps is no longer mandatory and the public is now permitted to mail parcels with ordinary stamps affixed. The use of distinctive parcel post stamps necessitated carrying in stock by business concerns two kinds of stamps and also proved to be an inconvenience to the general public, because, when a parcel was mailed with ordinary stamps affixed, it was necessary to locate the sender in order that proper stamps could be obtained. Parcels bearing stamps of either kind are now dispatched without delay.

The insurance fee, which originally was ten cents, was found to be excessive and Postmaster-General Burleson has by order, effective July 1, 1913 reduced to five cents the fee on parcels insured to actual value up to $25; and a ten cent fee is exacted only on parcels insured to actual value of more than $25 and not exceeding $50. Under this arrangement the business of insuring packages has more than doubled, particularly in the sending of valuable merchandise.

Special Rates Secured for "Hardware Week"

Very Low Rates Can be Secured for Transportation and Hotel Room by Application to Secretaries of Associations—Special Hardware Trains to be Run to Ottawa From Montreal and Toronto—Other Arrangements.

The officers of the Canadian Hardware Manufacturers' Exhibitors' Limited, have carried their organization plans a step further by issuing certificates to all firms holding memberships. A copy of this certificate is reproduced. The certificates are being framed by the members and will be hung in their offices.

Publicity work is being carried on actively in connection with the exhibition and convention at Ottawa next February. Three forms have been sent out to the trade, giving complete information and instructions for those who are intending to go to Ottawa.

The first form contains a list of instructions with reference to securing tickets, hotel rates, etc. Those going are warned to purchase single tickets on the certificate plan. By presenting these at the convention to the representative of the railways, a return ticket can be secured free.

Special rates have been secured at the leading Ottawa hotels, particulars of which are given on the form sent out. These rates can be obtained through Secretary Tobin at Woodstock, J. A. Beaudry, Montreal, secretary of the Quebec Association ;or W. Wrigley, secretary, Ontario Association.

The second form is an application for accommodation which must be filled out and sent in before January 20. This form reads as follows:—

APPLICATION FOR ACCOMMODATION.

Enclosed find sum of $5.00 for reservation at Ottawa as described below:

Fill in each space, all particulars are important.

Room required with or without bath.....

I will take special train from Toronto or Montreal.....

Or connect with train at .....

Are there ladies with you? .....

Give names of any one with you, if you wish to be together at hotel .....

.....

.....

.....

If you want special room or accommodation for ladies give particulars .....

.....

.....

See particulars regarding hotel accommodation on separate circular.

Date .....

Name .....

Business .....

Address .....

If employee of Hardware Trade, this application must be signed by firm.

Name of firm .....

Address .....

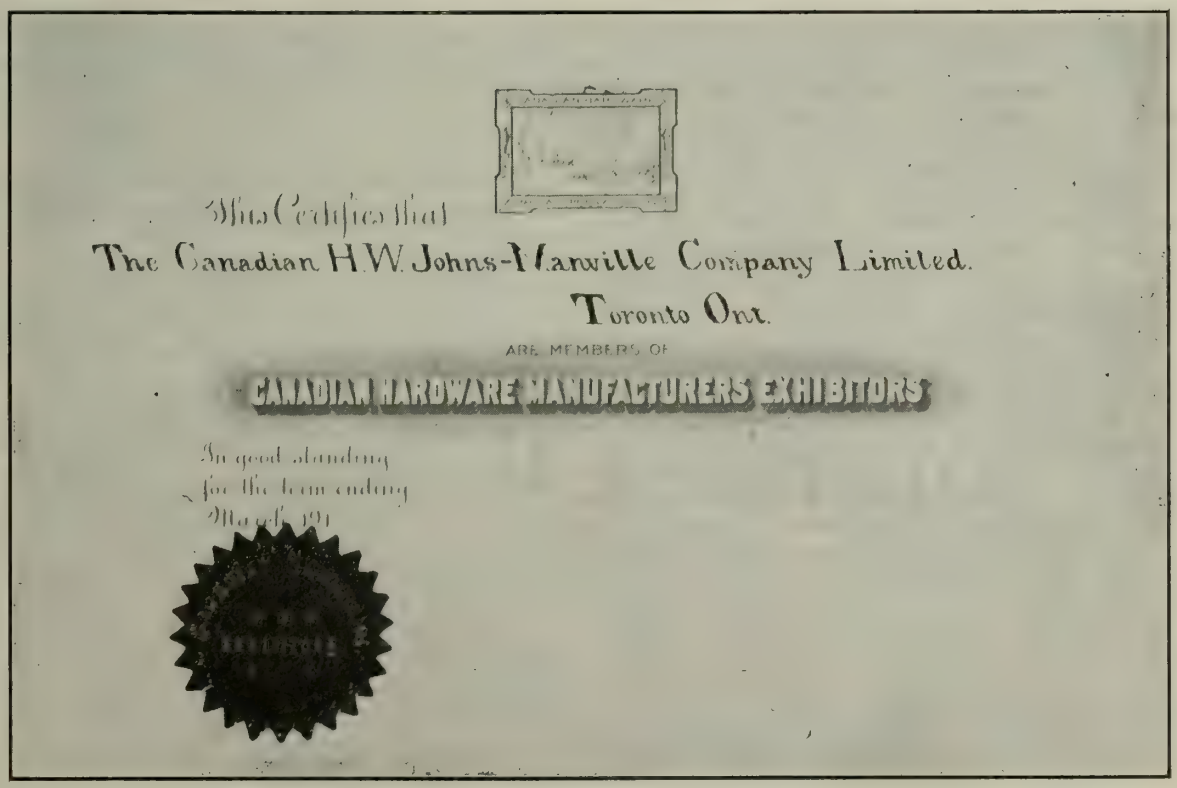
SEND MONEY ORDER. Checks without exchange added will not be accepted. In case you cannot attend this Exhibition, the $5 deposit will be returned less 25c for expense. Notice must be sent to F. M. Tobin, Secy.-Treas., Woodstock, Ont., on or before January 20th., 1914, and the coupon tickets that are supplied to you must be returned with your notice, that you cannot attend.

A Special Hardware Train.

The third form is signed by the three secretaries and gives information about special hardware trains which will be run from Montreal and Toronto to Ottawa. This is a departure which will meet with approval in all quarters. It has been felt in past years that special trains should be run so that all going to the convention city could travel together. It was felt that this would help to stir up enthusiasm and to get everyone thoroughly acquainted before the convention opened. Under the plans now being carried out, the bulk of the hardwaremen will arrive in the special trains. The arrival of the trains will serve to open the week in a most auspicious way.

The special trains will leave Toronto and Montreal on Monday, February 16.

(Continued on page 54.)



Copy of certificate issued to members by the C. H. M. E. A.

HARDWARE AND METAL

Vol. XXV. No. 32 Toronto, Canada, August 9, 1913 Two Dollars per Year

HOLDING CLEARANCE SALES.

The question of the advisability of holding clearance sales is raised by the publication of a letter in an English trade paper in which retailing methods in Canada are severely and most unfairly scored. The criticism is directed chiefly at the dry goods trade but applies indirectly to all lines of retail enterprise in this country.

The charge made in brief, is that Canadian merchants sell goods recklessly without stopping to reckon profits, the idea being to build up a big turn-over irrespective of everything else. English manufacturers of fabrics are advised to keep a sharp watch on their Canadian accounts.

The writer is apparently a disgruntled old-country man who has not found conditions to his liking in Canada. It is apparent that he is either jaundiced in his whole viewpoint or very much prejudiced against this country. In either case, he has displayed a singular lack of judgment and a much warped conception of conditions here.

The stability of the average Canadian merchant is attested by the creditably small percentage of failures in this country. The number of failures last year was unusually small. It must also be considered that conditions in this country are totally different from the existing state of affairs in Great Britain. The average Canadian is a heavy spender and, as such, demands the best. A merchant cannot with impunity offer for sale goods which are out-of-date or shopworn. It has become necessary, therefore, for the merchant to keep his stocks cleaned up. To carry goods over from season to season is to invite a heavier loss than would be experienced if the stock were offered at reduced prices at the close of the season. It is possible in many sections of the old country for a dealer to carry his stocks over from season to season and to finally clean them out but such is not possible here.

Another point to be borne in mind is that the standard of retail stores in Canada, in point of equipment, is very high. It has become necessary for a dealer to have a modern store, with up-to-date equipment and to advertise extensively. This increases the cost of doing business and, with competition so keen, the only way to meet the advanced cost is to increase the turnover.

At the same time, it is not intended to imply that the Canadian merchant is entirely blameless. There is too much price cutting in this country—as everywhere else. So far as the hardware trade is concerned, the evil has abated to a great extent but there is still plenty of room for improvement.

To get back to the point from which we started, the clearing sale has become more or less of a necessity in merchandising. Even in hardware, where the depreciation of stock is least felt, the need arises. It is generally advisable at the end of a season to get rid of as much of the left-over stock as is possible without undue price cutting. To carry a heavy stock over from one season to another involves much inconvenience and inevitable loss.

INSTRUCT THE SALESMEN.

Learning and knowing the goods is not all there is to the game of salesmanship. It takes individual skill and initiative to know how to handle the different kinds of customers who visit the store. The salesman must know the goods, be polite, be cheerful and back of it all he must have a will of his own and a spark of aggressiveness which will give him a compelling power to induce customers to buy. Proprietors can do a great deal towards making competent salesmen of their employees. A little time spent each week in instructing the salesmen in the art of handling customers will be time well spent and will result in many sales being made which might otherwise be lost.

THE PROPER ADVERTISING APPROPRIATION.

What percentage of the store's turnover should be applied to advertising?

This problem was submitted to Hardware and Metal by a subscriber the other day. It is what might safely be termed a "stickler," for the answer is hard to find. Opinions differ so vastly on the score of advertising and conditions in different localities vary to such an extent that it is impossible to fix a percentage which would apply to all cases or even to give an estimate average which would apply to most cases.

The term "advertising," would cover in this connection all publicity expenses and not apply merely to newspaper advertising. It would include window trimming expenses, store decorations, show cases and so on. It is found that as a general rule the larger the store and the place where it is located the larger the percentage that must be allowed for the cost of doing business. In the big cities, many merchants doing a business of $100,000 or upwards pay out considerably over $5,000 a year in advertising expenses. They are able to build up their turnover by this means. One man stated recently that he did not believe it possible for a store to thrive unless at least 5 per cent. was spent on advertising but quite apparently he was considering conditions as they

exist in the large centres only. In the smaller cities and towns, merchants get along on a considerably smaller percentage, even when they do a reasonable amount of advertising. One Ontario hardwareman who does a $75,000 business spends only $1,500 in advertising and has the reputation of being keenly alive to the benefits of publicity at that.

Under the circumstances, Hardware and Metal does does not feel justified in making an estimate of the proper percentage. Can any reader answer the question?

SYSTEMS FOR MEETING INVOICES.

Despite the fact that some of the big financial men do business by draft, many dealers seems to think it is a reflection on their credit if they are drawn upon by a creditor. If large influential financiers consider the draft method of doing business as a perfectly sane and sound one, why should there be opposition to it from good business men? It is true that in Canada this old prejudice against the draft is gradually waning. It is a mistake to think that the prompt acceptance of a draft lowers a man's credit standing. It has directly the opposite effect. If a creditor receives a refused draft, the party who declined acceptance—and who does the same thing frequently—is sure to have his credit standing lowered in the eyes of mercantile agencies.

When a business man purchases goods he expects to pay for them when due. He does not care to get behind, for that is the first step towards loose methods, worry and probable failure. The draft always reminds him of an invoice due. He pays his accounts at the proper time and gets any discount coming to him.

It is said that some men accept some drafts and refuse others without giving any reasons. It is, however, difficult to credit this being the case among the better class of merchants.

While on this subject of making payments there is still another point worth considering. Suppose a merchant in a distant town owes a wholesaler a small amount, say $2 or $3. If he sends a cheque, the bank charges at least 10 cents exchange which loss is borne by the wholesaler. But if instead of making payment by cheque, it were made by express order or postal note, the cost would be reduced to about 3 cents. Here would be a saving of 7 cents, but of course the merchant would bear the 3 cents cost. Ten cents exchange is surely a high rate on such a small cheque. That is one method by which the banks are making money. Do unto others as you would wish to be done up.

POINTED EDITORIALS.

Business conditions are much brighter at present than at any previous time this year.

* * *

Watch for the fall special number of Hardware and Metal. It is going to break all records.

* * *

The worst fault to be found with some dealers is that they do not recognize the necessity of making special efforts to feature staple lines.

* * *

The hardwareman who hasn't given himself a good vacation yet, should buy his ticket to-night. A good rest now is one of the surest ways of bringing fall business in larger volume.

Beneficent Liquidation

(Reprinted From Financial Post.)

THERE is no doubt that a beneficent period of liquidation is under way in Canada. There are many evidences of such liquidation. Bank clearings are down. That fact is strong evidence that speculation and, to some extent probably, trade, is less. Building operations are going ahead at a less feverish pace. Railway earnings which are making lower earnings per mile this year, furnish further evidence of the lessened activity. The now more abundant labor supply, too, shows the same condition from another point of view. Such indices point to only one thing, namely, that consumption is at least temporarily and because of tight money, lessening, while production is, to some extent, feeling the effect already.

If the foregoing facts were rehearsed without any further comment it might lead many to think that Canada was in a serious way, but the truth lies the other way. The fact that liquidation is in progress is an entirely good omen. It is trite now to say that Canada has been placed in fixed assets faster than the resulting productivity could immediately justify. Public bodies and private individuals have been spending money freely and, at the same time, speculation and heavy extension of credit have been common. Incidentally, Canada, as is the case with any rapidly developing country, has had to be dependent on outside capital, but world conditions this year necessitated a slackening in the supply of the outside funds. If Canada had gone ahead a little longer at its rapid rate of progress, the reaction would have been very much more serious. The dangers, however, were pointed out in The Post and elsewhere a year or two ago, and the reaction has come slowly. One of the reasons why The Post has thought for some time that there will be no actual crash is because of the length of time over which the slowing-up period has extended. Had it come suddenly as in 1907, consequences would have been very much more serious. It should be stated here that the effects of the stringency will doubtless persist in Canada long enough to make probably the next year, at least, a period of normal rather than of over-rapid development in trade.

General conditions are in fact, as The Post has reiterated, good. Most industries are still operating full time with substantial orders ahead. The rural districts all over Canada, where mixed farming is in progress, are in good condition and have little knowledge that money is such a desideratum as it is in the cities and largest towns.

Old Sol is unmistakably making up for lost time. But the torrid rays which bake the city man are needed to bring the crops on; so no one, not even the uncomfortable cityite, will quarrel with the programme of the weather man.

Problems of the Tinshop Solved

How to Develop Patterns for the Intersection of Two Cylinders of unequal Diameter at An Angle of 45 Degrees—Also How to Obtain Opening in Large Cylinder.

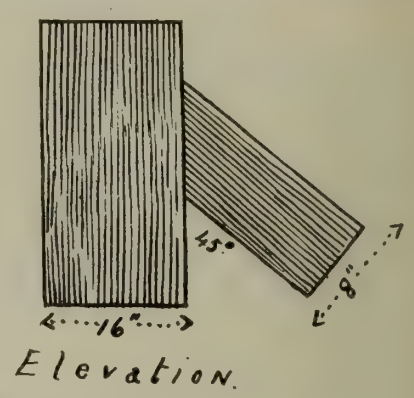
Editor, Hardware and Metal. — Will you kindly explain through the columns of Hardware and Metal: (1) *How to develop patterns for the intersection of two cylinders of unequal diameters at an angle of* 45 *deg., the smaller cylinder as shown in plan entering at one side of the centre line;* (2) *Also how to obtain the opening in large cylinder.*

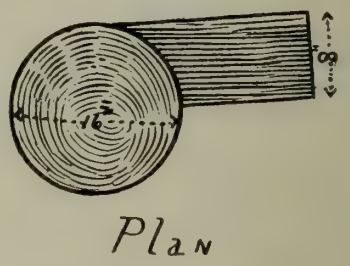
Yours truly,
JAS. LESLIE,
Niagara Falls, Ont.

A joint at other than right angles between two pipes of different diameter, the axis of the smaller pipe being placed to one side of that of the large pipe.

Let A, B, C, D be the size of smaller pipe and E, F, G, H the size of the larger pipe between which a joint is required at an angle represented by I, J, K, the smaller pipe to be placed to the side of the larger. Draw an elevation of the pipes joined as shown by L, M, O, P, I, V, K. The mitre lines or line, giving a correct elevation of the junction of the pipes, must be developed before the actual work of laying out the mitre patterns can be begun. Therefore place a profile or section of the arm in line with it as shown by A, B, C, D, and opposite, and in line with the end of main pipe draw a section of it as shown at E, F, G, H, above this section draw a second profile of the small pipe as shown at A, B, C, D. Place the centre of it in the required position relative to the centre of the profile of the large pipe. Divide the two profiles of the small pipe into the same number of equal spaces, commencing at the same point in each. From the division at A, B, C, D drop lines parallel to the line of the arm indefinitely. From the divisions at A, B, C, D drop lines until they cut the profile of the large pipe as shown by the points in the arc E, F. From these points carry lines horizontally to the left producing them until they intersect the corresponding lines from A, B, C, D. A line traced through these points of intersection as shown by V, M, Q will be the mitre line between the two pipes. For the pattern of the arm proceed as follows: Lay off a stretchout at right angles to and opposite the end of the arm as shown by R, S, and through the points in it draw the usual measuring lines. Place the tee square at right angles to the arm and bring it successively against the points already in the mitre line.

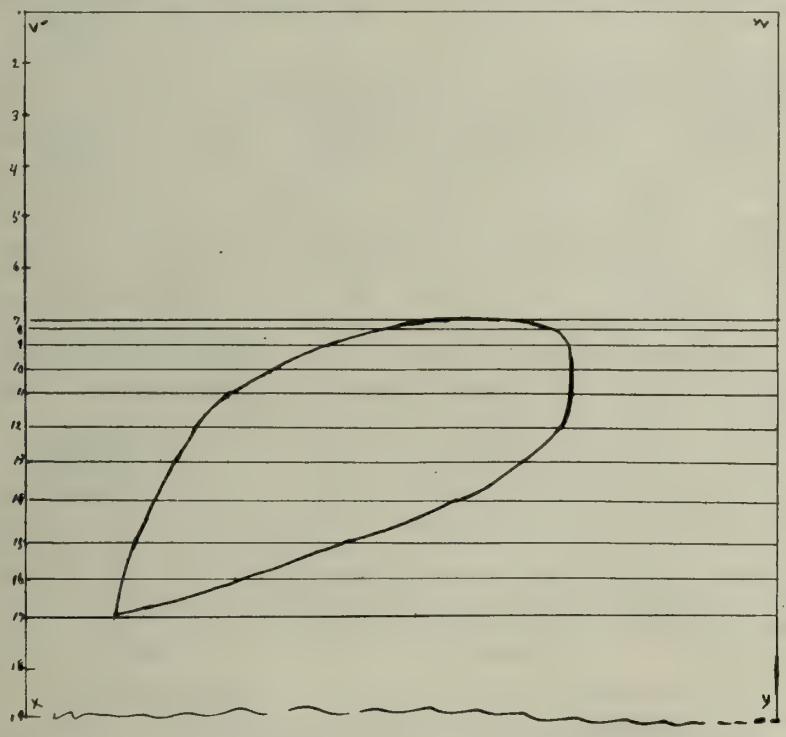
Cut the corresponding measuring lines. A line traced through these





points, as shown by V, V, T, will form the required pattern.

For the pattern of the main pipe draw a stretchout line opposite one end of it as shown by V, X, numbering the divisions in it with reference to locating the seam which can be placed at any point. The spaces of the profile between E and F should be transferred to the stretchout point as they occur. As by so doing measuring lines will be obtained which will correspond to the points already in the mitre line. Draw a line corresponding to the stretchout line opposite the other end of the pipe as shown by W, Y, and connect V, W and X, Y through the points in the stretchout line corresponding to the points between E and F of the profile draw measuring lines as shown by 7 8 9 10 11 12 13 14 15 16 17, place the tee square at right angles to the main pipe and bringing the



blade against the points in U, M, Q successively cut the measuring lines of corresponding number all as shown by dotted lines. A line traced through these points of intersection as shown near the middle of V, W, X, Y will give the shape of the opening to be cut in the pattern of the main pipe.

Col. Gartshore, vice-president of McClary Mfg. Co., has returned from a business trip to the firm's western branches, extending as far as the coast. He reports that crop prospects in the West are good and future prospects are exceedingly bright. Speaking of the financial stringency he states that plenty of funds are available for legitimate business.

Catalogues and Booklets

The Chadwick Brass Company, Hamilton, Canada, have issued their first illustrated catalogue section of art metal goods, brass house furnishings and hotel supplies. For convenience the catalogue has been designed on the loose leaf plan, and as soon as new designs are added the company will mail reproductions, so that by binding them in with the sheets already in the catalogue the dealer will always have a complete catalogue. The catalogue consists of 42 pages, and is attractively gotten up. Among the lines illustrated are fire sets, fire dogs, fenders, coal hods and boxes, mantel sets, cuspidors, jardinieries, fern pots and baskets, umbrella holders and pedestals, candlesticks, tea kettles, crumb sets, trays, smoking sets, hotel supplies, curate stands, bathroom fixture, etc.

Chain Goods.

The Niagara Falls Metal Stamping Works, manufacturers of hardware specialties, Niagara Falls, N. Y., have issued catalogue No. 20, illustrating in part their line of chains and chain goods. The new catalogue illustrates and describes many lines including dog leads and collars, couplers, shoulder or carrying chains, steel chains, halter chains, trace and post chains, etc. List prices are also given. The company have recently made arrangements whereby A. C. Penn, Inc., 100 Lafayette Street, New York, N. Y., will be their selling agents.

File Filosophy.

The 8th edition of the Nicholson File Company's book on files, "File Filosophy," is just off the press and will be sent to any applicant free by the Nicholson File Co., Port Hope, Ont. The intention of the book is to show exactly the best ways to hold and operate files and how to get the greatest efficiency from them.

ELECTRICAL APPLIANCES A PROFITABLE LINE.

(Continued from page 35.)

perly should be promptly attended to, as a dissatisfied customer will often tell others and make it hard to sell future customers, who might otherwise be ready purchasers.

Electrical appliances are now being supplied at very reasonable prices, and there are lines, such as irons, toasters, etc., that can be sold at such reasonable prices that they should be used in every home where electricity is obtainable. There are many houses being wired for electricity during all seasons of the year, and the tenants in these houses are all prospective purchasers of appliances. The electric appliance line is not a one season commodity, but can be made a ready seller during all seasons of the year. While it is true that numberless appliances are now in use, it might be said that the sale of this line is still in its infancy. There are many live hardware dealers who are reaping handsome profits from this line, and the dealer who has not yet taken up the line also has a splendid opportunity presented to him whereby he, too, can do a large and profitable business in household electrical utilities.

It has generally turned out that a customer purchasing an electric iron which proves satisfactory will soon be a purchaser of a toaster, percolator or vacuum cleaner. Electric washing machines, sewing machines, wringers, stoves, etc., are also being introduced rapidly, and will no doubt become good sellers with the hardware trade. Table lamps and lighting fixtures are also being featured by a number of hardware dealers, and in several places special show rooms have been arranged for displaying this line. The majority of houses now being erected, especially in towns and cities, are being wired for electricity, and some dealers make an effort to obtain the lighting fixture order along with the builder's hardware. One hardware firm undertakes to do electric wiring, and has a staff of men for this purpose.

Biographical

Mainly About the Men Who Call on the Hardware Trade in Canada.

A Veteran Who Sells Stoves

For nearly thirty years "Jim" Chalmers has been calling on the retail hardware trade in Ontario. He is now one of the veterans of the road, but is as energetic as ever and just full of aggressive salesmanship. Lengthy experience, added to a natural bent for the work, makes Jim Chalmers one of the best stove salesmen to be found on the road in Canada, and that is high praise indeed.

The subject of this sketch was born on March 30, 1841, so that he is to-day 72 years old. Perhaps it would be better to say 72 years young. It's an old saying that a man is as old as he feels, and on that basis, James Chalmers would rank with the youngsters, for he is still animated with all the enthusiasm and ardor of youth. The real facts about his age will surprise most of those who know him. There is nothing in his appearance to suggest that he has attained the age of three score years and ten. He is a big man, with a suggestion of latent strength, a strong face lighted by a pair of twinkling, humorous eyes, a well trimmed beard on the Imperial order—altogether an attractive looking man with more than a suggestion about him of those famous old fellows, Dickens' Cheeryble twins.

James Chalmers gets a warm welcome wherever he goes, a position won partly by his long association with those he calls on, but mostly through the force of his own personality. He drops into a hardware store, calls out, "Hello, Bill," or "How are things, Jack?" Receives a warm "How are you, Jim?" in response and then opens his order book. He is known to his customers as "Jim" and in turn he knows them all by their Christian appellations. It takes many years for a man to gain the stand that "Jim" Chalmers enjoys; and some men could travel until they made Methuselah look like a two-year-old without getting it.

It is generally conceded that the boy who begins life on the farm has a good start anyway. James Chalmers had this advantage, being born in Plympton Township, County of Lampton, near what is now Mandamus Station. Unlike most country boys who attain success in other lines, he did not leave the farm when he was a lad. On the contrary, he remained a farmer until he was 29 years of age, and this fact probably accounts for the ruddy health and unimpaired strength which he has retained in spite of his thirty strenuous years on the road. Leaving the farm, he engaged in the retail stove and tinware business for fourteen years. The knowledge that he gained of stoves in this way stood him in good stead when he joined the staff of the McClary Manufacturing Co. and went out on the road in Western Ontario. He knew stoves from top to bottom and was sufficiently versed in the retailing end of it to get close to the men he called upon. He is still with the McClary Manufacturing Co. and during the past three decades has covered practically every part of Western Ontario and has taken one trip to British Columbia in the interests of the firm about twenty-eight years ago.

"Jim" Chalmers has been calling on the trade for nearly 30 years.

He has won the reputation of being a hard worker. Necessarily he has done a great deal of driving to reach difficult points and has had to fare out in the most unpropitious of weather. Working until late at night and then rolling out to catch early morning trains has been a regular occurrence in his life. These, however, are incidents in the life of the travelling man which are to be accepted as inevitable and borne with a cheerful smile; and no one has been more willing to accept his share of the hardships of travelling with perfect good humor than James Chalmers.

He is still "in the harness," and will be seen on the road for many years to come. It is perhaps the highest compliment possible on the score of his ability, to say that none would regret his retirement more than the customers he calls upon.

OBLIGING HER.

The sweet young thing was being shown through the Baldwin locomotive works.

"What is that thing?" she asked, pointing with her dainty parasol."

"That," answered the guide, "is an engine boiler."

She was an up-to-date young lady and at once became interested. "And why do they boil engines?" she inquired again.

"To make the engine tender," politely replied the resourceful guide.

The corporate name of the Beauharnois Machinery Co., Ltd., has been changed to the Berthier Machinery Co., Ltd. The name of the Sorel Iron Works, Ltd., has been changed to The Oxford Motor Cars and Foundries, Ltd.

The "Walking Delegate" of Discontent

¶ The man who fans the flames of discontent in a business firm, in a factory or out on the job, is always a man who holds a position of small consequence—a man whose services and knowledge are never important—whose salary is always small.

¶ A good many years ago, back in the Lumber Camp, we had with us a man whose nose was long and sharp, whose digestion was out of order, who knew something about the "past" of every man in camp and who, incidentally, failed to perform his part of the work. It was the business of this man to create discontent.

¶ The idea of loyalty had never lighted up his mind. The flower of sincerity had never blossomed in his soul. There was no soil that would produce either loyalty or sincerity. He was dissatisfied, discontented and constantly talked about "quitting his job" and going over with the opposition.

¶ He gave away business secrets—and confidence to him was a thing of chaff. No information and no character was sacred in his hands. No reputation was safe. It is in the mind and in the heart of a man of this type that the "STRIKE" has its origin. The flames of discontent are always kindled by a man who shirks his duty, who is at heart an idler and who last of all is mentally sick.

¶ Looking back over the years, back over the positions I have held and over the various kinds of work I have done—everywhere—in the candy shop, in the bedding factory, in the power house and all down the line, some character looms up who fulfills this description.

¶ A man who strikes is simply a part of a great mob—a part of the great many—a man whose individual importance is lost and swallowed up in numbers.

¶ Looking back over the past I also observe that the man who stood by the head of the firm, the man who knew the value of loyalty, the man who never responded to the "call of arms" to oppose the interests of his firm, is the man who is now directing other men, the man who has a home, a bank account and most important of all, the man who has a Future.

¶ Every man who spreads discontent is in reality organizing a strike—he is looking for someone to go into the *Disintegrating Business* with him—someone to help him "ride on the brake and cut down the power." Someone to block the machinery of the firm whose interests he is paid to promote and defend. In other words, he is bent on throwing a monkey wrench into the fly-wheel of the business machine of which he himself is a part and clog and stop and wreck the whole affair.

¶ If we do not rise above a mere job, a mere daily wage, we have nobody to blame but ourselves. Oh, I hear you say "what of the man who worked hard, who believed in himself and went down to despondency and failure," but it is out of failure and out of mistakes that man's strength really comes.

¶ A man who declares his opposition to the firm with which he is connected, whether in violence or in spreading discontent, is hastening the day of his own failure—is writing the epitaph across the tombstone of his own opportunity to be *A Man* who can enjoy the beautiful things of life and add something worth while to the World through having lived.

Efficiency

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Card Suggestions for Summer Sales

Plenty of Summer still ahead. Buy a lawn mower.
$7.25

A good chance to economically replace your worn out screen doors.
Price —

Bargain offerings at one price. 75c

You need a sprayer.
It will protect your garden from bugs and pests.

Spend a healthy vacation in the woods. No need to worry over equipment. Come to us.

Hammocks
Handsome and handy.
Special price——

Don't leave your garden to the mercy of the weather man. Keep it well watered. Here's a bargain lot of garden hose —c. a foot.

Special Clearance Prices
We are offering all summer lines at reduced figures. Take the chance while it lasts.

New Collecting System

The Retail Merchants' Association have just completed their Collection and Credit Reporting system for the benefit of their members.

Herewith is reproduced a sample of the form being sent out to members. This, it will be seen, is divided into two sections by a perforation so that they can easily be separated.

The bottom portion is torn off, the date filled in with a statement of the amount owed the merchant, is signed by him and sent out to the delinquent.

The top part is held by the merchant but must be returned, as stated, to the head office within a month from a date which is marked on the corner of each as it is mailed to members. Before being returned the information called for by the blank lines is required to be filled in for the Association's use.

It will be noted in the letter that the delinquent is called upon to pay the debt within fifteen days from the date. Otherwise the name will be passed along to the head office of the Association.

Second Letter From Association.

When this is done the latter sends another letter to the delinquent. This is on blue (summons) paper gotten out particularly for the Credit Reporting Department. This letter reads as follows:—

Dear Sir,—

John Jones, grocer, member of our Association, has forwarded to us a letter, stating that you are justly indebted to him, in the sum of $——, and after repeated requests for the same, you have failed to make a settlement—either in part or in full. We now beg to notify you that unless you make a satisfactory settlement with our member, within fifteen days from the above date, and notify us in writing within five days from the date that you make the settlement with them, we will, without further notice to you, place your name on our DELINQUENT DEBTORS' BOOK—which gives the names of all those who do not pay—and which goes into the hands of every member of our Association in Canada, which is formed for mutual protection, and which is comprised of all classes of retail merchants.

We dislike to believe that you purchased the goods with the intention of not settling for them, and we trust that you will make an effort to avoid being reported; but if you make no attempt to comply with this notice, we have no other alternative but to report you, and place your name on our Delinquent Debtors' List.

IMPORTANT These Letter-Forms are the property of **The Retail Merchants Association of Canada**, and they are loaned to the members for their exclusive use only. Anyone allowing them to be used by anyone else will have their privileges in the Association cancelled without further notice. They must be used by the members **within Thirty Days** from the date thereon, and whether you use these Letter-Forms or not, or only one or two of them, the entire stub and the unused letters must be returned to the Head Office of the Association, 21 Richmond Street West, Toronto, at the expiration of thirty days from the date thereon. No letter must be detached, or sent out, unless the stub is filled in.

The Retail Merchants Association of Canada

Incorporated by Special Act of the Dominion Parliament

Local and Long Distance Phone—MAIN 2316 — 21 RICHMOND ST. WEST, TORONTO

CREDIT REPORTING DEPARTMENT

$ 191

Date sent out to Debtor

Debtor's Name .....
Give correct initials if possible.

Occupation .....

Address (City or Town) ..... **Province** .....

If a Settlement has been made after this Letter-Form was sent out, state when and how .....

.....

..... 191

Put here date that you return this to Head Office.

Member's Name .....

Business .....

Address (City or Town) ..... **Province** .....

The Authority to use this Letter Certifies that we are Members of

The Retail Merchants Association of Canada

Incorporated by Special Act of the Dominion Parliament

All Retail Merchants United under One Association, to protect the Commercial Interests of Every Section of the Retail Trade

EXECUTIVE OFFICES AND BOARD ROOM

21 RICHMOND ST. WEST, TORONTO, CANADA

Local and Long Distance Telephone—Main 2816

Sample Only

..... 191

Amount of Acct. $ .....

.....

.....

Dear

The Retail Merchants Association of Canada, of which we are members, and which includes among its membership nearly all the Retail Merchants of the Cities, Towns and Villages of Canada, and which is formed for the purpose of mutual protection, have requested us, as members of the Association, to forward to the Head Office a list of any of our customers who have not paid their accounts, and who have allowed them to remain unpaid after having been requested to pay the same. These names must be submitted by us within fifteen days from the above date.

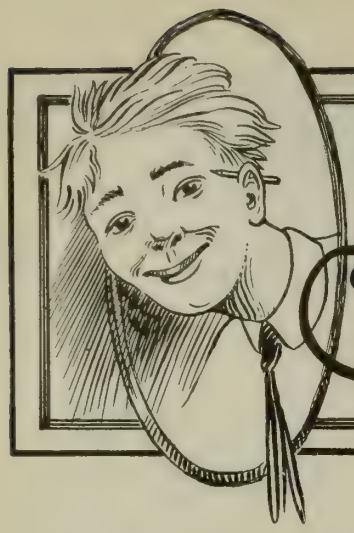
Your name appears on our books as owing us the above sum, which is past due; but before we send in your name we desire to give you an opportunity to settle this account with us, or arrange for it in a satisfactory manner.

We hope that you will see the imperative necessity of attending to this within fifteen days from the above date, so that we will not be compelled to include your name, as you can understand that this will be the only course open to us.

Trusting that you will give this matter your immediate attention, we remain, Yours truly,

.....

Member of THE RETAIL MERCHANTS ASSOCIATION OF CANADA



THE JUNIOR CLERK'S PAGE

HUMAN EFFICIENCY.

Speaking to the employes of a large manufacturing firm, the vice-president had this to say about each individual's efficiency which every clerk should read:—

"So much for the mechanical side, that is the machine and the factory. We have another problem on our minds, a few of us, to further the ability and improve the human machine as we had about machinery. It will probably take longer than eight years but I am sure that in five years from now, we are going to show a development along the line of human efficiency, efficiency of the human machine itself, even greater than we have done with the factory machine.

Too much efficiency is lost in waste in operating both the mechanical and human machine. The by-products lost in the coke industry alone are sufficient to maintain a large navy. If the efficiency of our railroads could be brought up to where it should be, their service would be more than doubled. Take the new type of locomotive, supposed to be the finest type in the world, the kind that makes a thrill run up your back when you are in the station and see it pulling in and makes you marvel at the wonder of it. Out of the coal and energy that goes into that engine we get less than 10 per cent.

"The world outside in mechanical and commercial lines is looking at the waste and an improvement is going on all the time.

"The last fifty years was given to the improvement of machinery. The next fifty years must be given to the human machine."

IF YOU WOULD GET THERE.

Thomas A. Edison to the young men: "When you get a job, pitch into your work and pay no attention to the clock or to time. Think of nothing, talk of nothing but shop, and when the boss comes around pay no attention to him, but do your work, and, my word for it, when you want to leave for some other job the old man won't let you go, but will likely take you in as a partner."

THE SUCCESSFUL MAN.

He pushes for more business in busy seasons, and, if customers are scarce, still pursues.

He practices strict business economy and does not condescend to penuriousness.

He pays promptly and collects as he pays, rather than pay as he collects.

He is courteous in manner and appreciates the commercial value of cordiality.

He is honest, not only from policy, but from principle; he considers success lacking self approbation as failure in disguise.

He thinks first and deeply; and speaks last and concisely.

He possesses executive ability to a degree which renders him appreciative of the most valuable points in employees.

HE MUST DIG.

He wanted a job, and like every one else,
He wanted a good one, you know;
Where his clothes would not soil and his hands would keep clean,
And the salary mustn't be low.
He asked for a pen, but they gave him a spade,
And he half turned away with a shrug,
But he altered his mind, and seizing the spade—he dug!

He worked with a will that is bound to succeed—
And the months and the years went along.
The way it was rough and the labor was hard,
But his heart he kept filled with a song.
Some jeered him and sneered at the task, but he plugged.
Their words never seemed to disturb him a bit—as he dug.

The day came at last when they called for the spade,
And gave him a pen in its place.
The joy of achievement was sweet to his taste,
And victory shone in his face,
We can't always get what we hope for at first—
Success cuts many queer jigs,
But one thing is sure—a man will succeed—if he digs.

The college is not designed to train merchants or manufacturers, but it is designed to train men who becoming merchants or manufacturers, will be better merchants or manufacturers than they could be without the training.—Charles Franklin Thiving.

REMARKS OF THE JR. CLERK.

Life is not so short but that there is always room for courtesy.

* * *

The cost of experience is never fully realized until one goes to law.

* * *

One good way for a man to get ahead and stay ahead is to use a head.

* * *

One of our ambitions is to take a vacation and come home and still have some money in the bank.

* * *

The new casket merger will at least not be open to the reproach of increasing the high cost of living.

* * *

The hardware clerk is a human being. A few cordial words from the proprietor or manager will affect him out of all proportion to them or the effort needed to speak them.

New Hardware Goods

VEEDER COUNTERS.

The accompanying illustrations show two new lines of counters recently brought out by the Veeder Mfg. Co., Hartford, Conn. There are two styles termed respectively "Setback" and "Locked Wheel" counters. Cut No. 1 shows the four-wheel "Setback" counter suitable for use in counting separate lots of work on punch presses, printing presses, looms, stamping machines, etc. When the lot is finished the counter can be turned forward until all of the figures are at zero, by one turn of the knob, provided for this purpose, at the left end of the counter. The resetting shaft picks up the number wheels from any position and carries them forward to zero, without the possibility of interference of some of the parts in certain positions of the number wheels.

In the design of these new Veeder counters, special attention has been given to making an instrument which will operate with the greatest ease; each wheel turns upon a comparatively small shaft and the pinions which transfer the motion from one wheel to the other, also turn upon small shafts. The wheels and pinions are so arranged that there is no frictional contact at their peripheries, except where the pinions engage the wheels so that they turn with the utmost freedom.

The counter is built up of units, each unit consisting of a short section or shell, which carries a pinion and entirely encloses the number wheel, with the exception of an opening through which the figures are read. This enables the manufacturer to furnish the counters with as many number wheels as may be desired within certain limits. The usual number of wheels supplied is four, but the counter may be made up with only two, or in special cases, with six or even eight sections. The greater the number of wheels, the greater is the wear and strain on the first transmitting pinion, so that a large number of wheels should not be employed, where the counter is operated at a comparatively high speed.

The "Locked Wheel Counter," as shown in cut No. 2, is similar to the "Setback Counter," except that the transfer pinions are solid and the number wheels are not provided with cams and pawls for setting them to zero. The number wheels are locked in all positions and cannot be moved except through the mechanism provided for driving the right hand ring. This type of counter is specially useful where work is paid for by the piece, as it may be connected up to the machine in such a way that the figures cannot be moved except by running the machine.

Both styles of counters can be furnished with several forms of driving mechanism. The driving shaft on all counters can be supplied with plain or ball bearings.

The number wheels have large figures and wide faces, so that the counter can be very easily read. There are no exposed gears which would tend to make it difficult to read the figures.

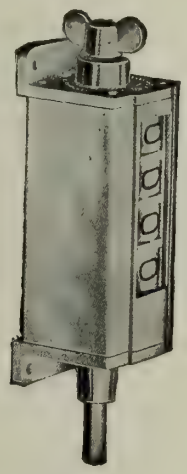


Fig. 1.

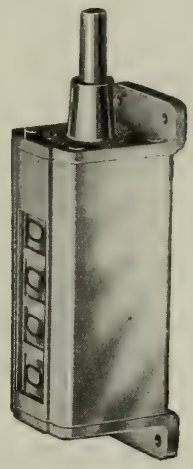
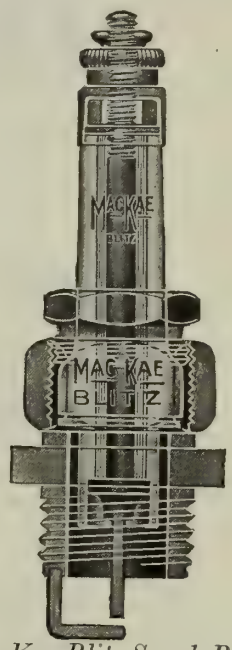


Fig. 2.

The figures on the counters are ¼-in. high and can be easily read at a distance of 10 feet. Each unit is ½ inch wide. The Rotary Ratchet Counters are one unit longer than the Direct Drive and Revolution Counters, having the same number of figure wheels.

SPARK PLUG AND AUTO HORN.

The Randall-Faichey Co., Boston, U. S. A., manufacturers of automobile accessories, are offering the trade the new MacRae Blitz spark plug and the new 00 Jericho Horn, both of which are here illustrated. The manufacturers claim that with the new spark plug you might break the porcelain, but you can't break the Blitz Spark. Cracking the porcelain would not, it is claimed, affect its sparking ability nor would the efficiency of the engine be impaired. This holds true even in the case of a high tension magneto. It is claimed that this plug combines the advantages of the all porcelain and all mica plug with the disadvantage of neither. The firing pin or electrode is surrounded by a sleeve of laterally wound sheet mica. This in turn is encased in a covering of porcelain, specially annealed to take away the extreme brittleness. Even should the porcelain become broken, the mica affords working insulation. The mica cannot become fouled in any way, because the porcelain protects it. Each substance protects or supplements the other. It is claimed that these plugs have no complicated parts. Loosening a single nut allows the electrode to be removed with insulator intact. Cleaning the firing point is then an easy task. The new No. 00 Jericho horn produces a distinctive penetrating sound loud enough to be heard above the noise of the city streets.



MacKae Blitz Spark Plug.

00 Jericho Horn.

Learn All About The Big Ottawa Convention Now !

The Ontario Retail Hardware Association and the Quebec Merchants' Association meeting in what will be beyond all doubt *the Greatest Hardware Convention ever held in the Dominion of Canada.*

It will be much to your interest to be in attendance—you will receive information that will prove invaluable to you and your business.

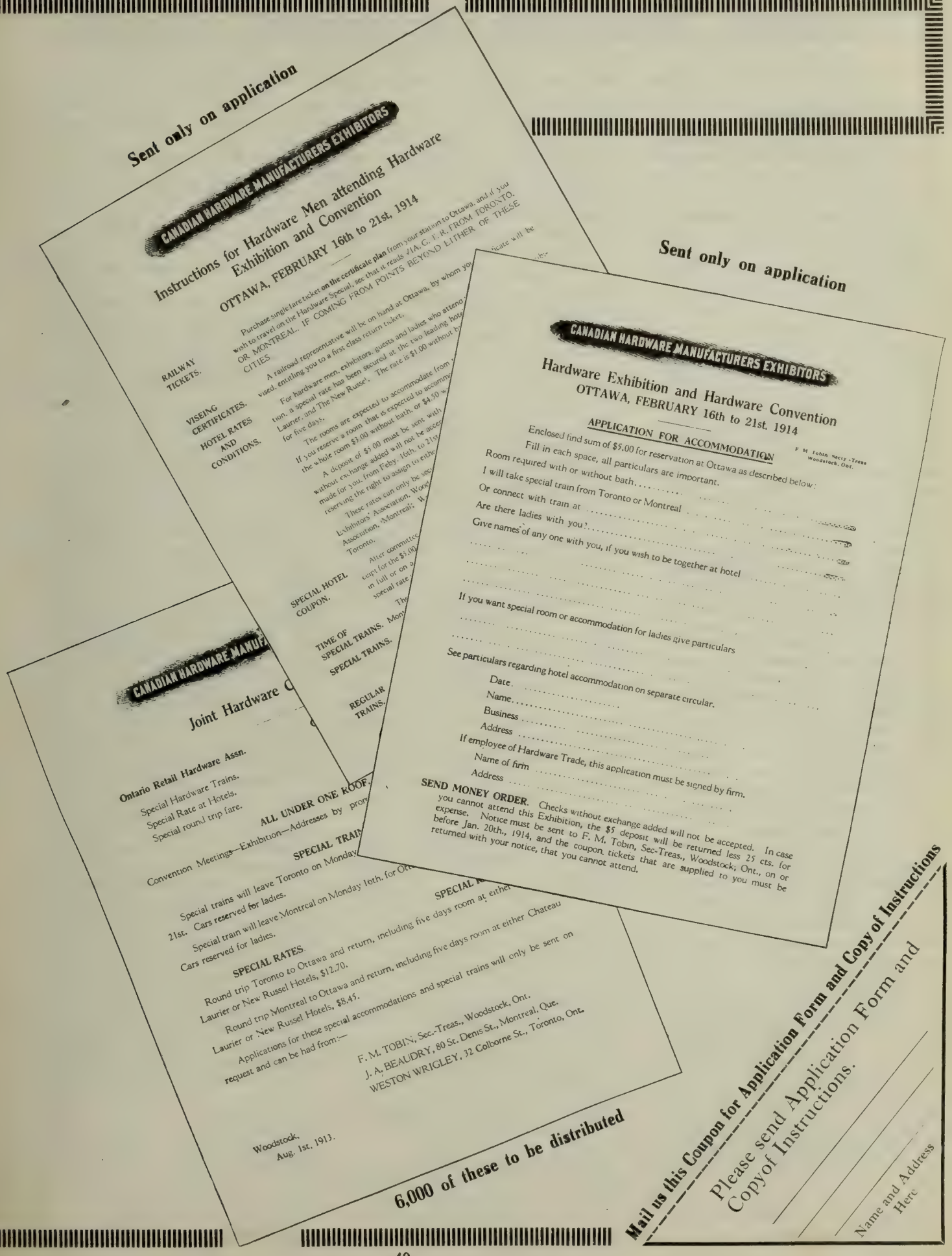
Ask some of your hardware friends to come with you—form a party—and you will have one of the best times in your life.

Complete arrangements have been made for *Special Hardware Trains, Special Rate at Hotels and Special Round Trip.*

Cut out coupon on opposite page and fill in name and address, and we will immediately send you a copy of instructions and blank for application for accommodation.

Canadian Hardware Manufacturers Exhibitors

F. M. Tobin, *Sec.-Treas.* Woodstock, Ont.



Sent only on application

CANADIAN HARDWARE MANUFACTURERS EXHIBITORS

Instructions for Hardware Men attending Hardware Exhibition and Convention

OTTAWA, FEBRUARY 16th to 21st, 1914

RAILWAY TICKETS.

Purchase single fare ticket on the certificate plan from your station to Ottawa, and if you wish to travel on the Hardware Special, see that it reads "A. G. T. R. FROM TORONTO, OR MONTREAL. IF COMING FROM POINTS BEYOND EITHER OF THESE CITIES

VISEING CERTIFICATES.

A railroad representative will be on hand at Ottawa, by whom you vised, entitling you to a first class return ticket.

HOTEL RATES AND CONDITIONS.

For hardware men, exhibitors, guests and ladies who attend tion, a special rate has been secured at the two leading hotels Laurier, and The New Russel. The rate is $1.00 without b for five days.

The rooms are expected to accommodate from If you reserve a room that is expected to accommo the whole room $3.00 without bath, or $4.50 w A deposit of $3.00 must be sent with without exchange added will not be acce made for you, from Feby. 16th, to 21st reserving the right to assign to either These rates can only be sec Exhibitors' Association, Wood Association, Montreal; H Toronto.

SPECIAL HOTEL COUPON.

After committee cept for the $5.00 in full or on a special rate Th

TIME OF SPECIAL TRAINS. Mon

SPECIAL TRAINS.

REGULAR TRAINS.

Sent only on application

CANADIAN HARDWARE MANUFACTURERS EXHIBITORS

Hardware Exhibition and Hardware Convention
OTTAWA, FEBRUARY 16th to 21st, 1914

APPLICATION FOR ACCOMMODATION

F. M. Tobin, Secty.-Treas. Woodstock, Ont.

Enclosed find sum of $5.00 for reservation at Ottawa as described below:

Fill in each space, all particulars are important.

Room required with or without bath.....

I will take special train from Toronto or Montreal .....

Or connect with train at .....

Are there ladies with you? .....

Give names of any one with you, if you wish to be together at hotel .....

.....

.....

.....

If you want special room or accommodation for ladies give particulars

.....

.....

See particulars regarding hotel accommodation on separate circular.

Date .....

Name .....

Business .....

Address .....

If employee of Hardware Trade, this application must be signed by firm.

Name of firm .....

Address .....

SEND MONEY ORDER. Checks without exchange added will not be accepted. In case you cannot attend this Exhibition, the $5 deposit will be returned less 25 cts. for expense. Notice must be sent to F. M. Tobin, Sec-Treas., Woodstock, Ont., on or before Jan. 20th., 1914, and the coupon tickets that are supplied to you must be returned with your notice, that you cannot attend.

CANADIAN HARDWARE MANUF

Joint Hardware C

Ontario Retail Hardware Assn.

Special Hardware Trains.
Special Rate at Hotels.
Special round trip fare.

Convention Meetings—Exhibition—Addresses by pron

ALL UNDER ONE ROOF.

SPECIAL TRAIN

Special trains will leave Toronto on Monday
21st. Cars reserved for ladies.

Special train will leave Montreal on Monday 16th, for Ot

Cars reserved for ladies.

SPECIAL RATES.

Round trip Toronto to Ottawa and return, including five days room at either
Laurier or New Russel Hotels, $12.70.

Round trip Montreal to Ottawa and return, including five days room at either Chateau
Laurier or New Russel Hotels, $8.45.

Applications for these special accommodations and special trains will only be sent on request and can be had from:—

F. M. TOBIN, Sec.-Treas., Woodstock, Ont.
J. A. BEAUDRY, 80 St. Denis St., Montreal, Que.
WESTON WRIGLEY, 32 Colborne St., Toronto, Ont.

Woodstock,
Aug. 1st, 1913.

6,000 of these to be distributed

Mail us this Coupon for Application Form and Copy of Instructions

Please send Application Form and Copyof Instructions.

Name and Address Here

Current News of Hardware Trade

Work Progressing.

Hespeler, Ont.—Work is progressing rapidly on the large kilns being constructed by the Hespeler Enamelware Co., Ltd.

First Shipment to New Zealand.

On Sunday, Aug. 3, the Dominion Iron & Steel Co. of Sydney, N.S., sent their first direct shipment to New Zealand, of wire products. S.S. Waimate sailed with a full cargo direct from the works.

New Flax Mill.

Moose Jaw, Sask.—Work is to be started at once on the new flax mill. The mill is to be of concrete, 120 x 60 feet, three storeys high. There will be an elevator system with steel elevators, each tank having a capacity of 60,000 bushels. There is also to be a cake house for making oil cake, this building will be 120 x 60 feet and one storey higher. Geo. M. Highly is to be manager of the new firm.

Buys Outremont Hardware Co.

Montreal, P.Q.—J. H. Lambert has recently bought the business of the Outremont Hardware, 1205 Van Horne Ave. Starting into the hardware business Mr. Lambert was with Starke Seybold, Ltd. Following that he kept a retail store on St. Catherine St. for eight years, at the end of which time he went over to L. H. Hebert & Cie. Once more he is turning towards the retail end of the business, but always making his home in Montreal.

Companies Incorporated.

Roxton Concrete Co., Roxton Falls, Que., have obtained charter.

Canadian Gurney Elevator Co., Montreal, Que., capital $100,000.

American Flexible Bolt Co. of Canada, Ltd., Montreal, capital $75,000.

Industrial Notes.

Blyth, Ont.—Moore and Son, hardware and plumbing, have disposed of tinsmithing department.

Woodstock, Ont.—Robt. S. Bickle of Winnipeg, will install a plant for the manufacture of fire-fighting apparatus here.

Welland, Ont.—A by-law was passed on Aug. 4 granting a stated rate of taxation to the Electric Steel and Metals Co. The company will erect a plant and employ 250 men. The company will melt iron and steel by electricity.

Fire Losses.

,Wainwright, Alta.—Cassidy & Coolens' tinshop has been destroyed by fire.

Brock, Sask.—Keil's hardware has been destroyed by fire.

Halifax, N. S.—Jno. White & Co., plumbing and kitchen wares have suffered a fire loss.

Orangeville, Ont. — Considerable damage was done by fire and water in the hardware store of Adamson & Co.

Business Changes.

Saskatoon, Sask.—Standard Electric Co. are discontinuing.

South Vancouver, B.C.—C. E. McBride & Co. are reported closed out.

Harris, Alta.—T. N. Hooper has sold his hardware stock to Trapp and Jones.

Melville, Sask.—Aniveiler & Gehring, hardware merchants, have sold out to John Gohel.

Shawinigan Falls, Que.—Beauchemin & Co. have sold their hardware stock to T. Parent.

Ayr, Ont.—J. Y. Smiley, formerly of Aylmer, has bought out Robt. Puddicombe's hardware.

Port Coquitlam, B. C.—A. Shearer has retired from the partnership of the Coquitlam Hardware Co.

Lumsden, Sask.—Donald and Thompson, hardware merchants, have been succeeded by J. T. Brock.

New Firms.

Arran, Man.—G. F. Wright & Son starting a hardware store.

Pense, Sask.—Wilbert Stewart is leaving to start a hardware store in the new town of Hughtown, near Rosetown.

Personal.

Montreal, P.Q.—F. G. Smith, of A. C. Leslie & Co., is spending his holidays in St. Lin, P.Q.

Montreal, P.Q.—J. G. Lewis, of Lewis Brothers is now at Little Metis with his wife and family.

Montreal, P. Q.—Mr. Hardy of Jenkins and Hardy, Toronto, was in the city this week.

Montreal, P. Q.—J. T. Craig of E. T. Wright & Co., Hamilton, Ont., was in the city this week.

Montreal, P. Q.—Mr. Brainard of the Brainard Mfg. Co., Rochester, N. Y., was in the city this week.

Montreal, P. Q.—Mr. Millette of Millette Bros., Lawrenceville, P. Q., was in Montreal this week.

K. S. MacLachlan, B. A. Sc., has been appointed superintendent of the Metals Chemical Co., Welland, Ont.

Montreal, P.Q.—A. F. Collins, Western representative of International Distributing Co., is in Montreal for a few weeks.

Montreal, P.Q.—F. G. Moxley, representing E. Chown & Son, of Kingston, is spending his vacation in this city at present.

Montreal, P.Q.—J. C. Newman, manager of the Montreal branch of the McClary Mfg. Co., is holidaying at Little Metis, P.Q.

Montreal, P. Q.—G. A. Cockburn, one of the road staff of Caverhill, Learmont & Co., is at present at Lake Placid, N. Y., on a holiday.

Montreal P. Q.—W. S. Leslie of A. C. Leslie & Co., Ltd., iron and steel merchant of this city, is on a short trip through Western Ontario points.

St. John, N. B.—W. H. Thorne, wholesale and retail hardware dealer of this city has been appointed Senator in place of the late Senator J. V. Ellis.

Montreal, P. Q.—Frank Munro, railway contractor connected with the National Transcontinental Railway, paid a flying visit to this city early in the week.

Frank Powers has been appointed foreman of the polishing and shipping and nickel-plating department of the Sarnia, Ont., plant of the H. Mueller Mfg. Co., Decatur, Ill.

Montreal, P.Q.—Friends of A. A. Tritsch, general manager of the International Distributing Co., will regret to hear that he is at present suffering from an attack of scarlet fever.

Montreal, P. Q.—Wm. McCutcheon, pricer, Caverhill, Learmont & Co., is spending his vacation at Long Island, Maine. Ed. Breigel of the same firm is also taking his holidays at present.

Montreal, P.Q.—Alex. Gibb, manufacturers' agent, St. Nicholas Bldg., has been appointed Ontario and Eastern Provinces agent for Dunham Co. of Berea, O., manufacturers of roller bearing lawn and garden rollers, etc.

Montreal, P. Q.—George Walker, city salesman for Lewis Bros., leaves this week on his holidays, which he intends spending up in the Laurentians. J. W. Foster, who is in charge of the heavy goods department of the same firm, is now up there, in the neighborhood of Shawbridge.

Montreal, P. Q.—Arthur Brown, salesmanager of A. Ramsay & Son Co., paint and varnish manufacturers, is spending his holidays with his wife and family at Homewood, Yarmouth. Evan Jones, head of the credit department of the same firm is holidaying at Old Orchard, Maine.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full Reports Dealing With Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

Reports received during the past week indicate that the amount of business being done is eminently satisfactory. Although there is usually a marked falling off at this time of year, business conditions at present are quite brisk. The fall stove business is opening up, and there is every indication of an unusually heavy demand.

Reports from the West are particularly satisfactory. It is quite apparent that conditions there are showing almost hourly improvement.

Few price changes have been noted during the past week. An advance in copper rivets and burrs is perhaps the most marked feature. Metals have been fluctuating, although the tendency has been distinctly upward. A contradictory condition is shown in tin. Montreal reports a decrease in price while tin at Toronto has shown a sharp advance.

MONTREAL.

Montreal, Aug. 6.—Trade in all lines this week is reported as prosperous. Metal market is holding well up; stove and furnace trade for fall has shown a good beginning, and all lines of seasonable hardware are moving freely. Collections are reported as somewhat better, following continued favorable reports as to Western crops. Though some dullness is still expected in Western provinces, conditions have cleared up quite markedly, and from the East all manufacturers are preparing to meet even a bigger demand than last year.

Decline in Tin.

Tin this week shows a decline of $2 to $45 per ton. This was the result of a fluctuating primary market with general tone of weakness. During past few days, however, tin has shown a marked improvement, jumping to-day £3 at one jump to £188, and closing strong. This when compared with £180, the closing price of a week ago, shows a marked advance on the week.

Lead Firmer.

Though no change has been made in jobbing price of lead as yet, dealers maintain that should further advances be made at primary sources, prices locally will have to go up. To-day lead closed strong on primary market at £20 15s, which, compared with £21 of week ago, shows a slight decline on the week. Market is in a good healthy condition, however, and comparative drop thus shown is said simply to be a market fluctuation and not permanent.

Copper Keeping Up.

Copper holds very strong as result of strike, which is still going on in Lake Copper Mines, Michigan. On primary sources, copper closed to-day at £67 15s, an advance of £1 15s on the week. In New York Lake copper has advanced to $15.50, and casting to $14.95. Montreal still continues at $16.25, but is quite firm at that level.

Spelter.

Primary market closed to-day at £20 10s, which shows a slight drop on the week. Market is firm, however, and in the States prices have been advanced. Locally prices hold firm at $6.75 per ton.

Iron shows no change on the week, closing again to-day at £55. American market continues to hold strong, and reflects same feeling in market here.

Plates and Sheets.

Mills are still congested with orders and taking months to make deliveries. There has been some slight easing off during past few weeks, but so slight is it that it is scarcely appreciable. Structural steel, too, is still in great scarcity.

In Belgium this week there has been another decided advance on plates and bars, and present conditions would indicate even greater firmness for the future.

American market is not much changed, but shows a very strong feeling. Thus, with other markets strong or advancing, a similar tone may be expected here.

Advance in Copper Rivets.

This week both net and list prices on copper rivets and burrs have undergone change and show an advance, chiefly on ½ lb, packages. Discounts formerly 30-2½ per cent. on copper rivets have now been made 30-12½, and on burrs have been changed to 15 per cent. For new lists and discounts see accompanying panel.

Cow Ties and Halters.

All lines of horse blankets, halters, cow ties and stall fixtures are moving freely. Prices on these run as follows: Halters, web, $2.25 to $3 dozen; leather, $4.60 to $9 per dozen; sisal, $1 to $1.60 per dozen; and hemp, 75c to $1 per dozen; cow ties, 40 per cent. off list, and stall fixtures 35 per cent. off list.

Sporting Goods.

All lines of arms and ammunition are moving out in large quantities. Prices on shot remain unchanged at level reached last week—namely, $15 list, with discount of 45 per cent.

In another week or so all football

New List Price on Copper Belt Rivets and Burrs

Gauge No.	7	8	9	10	11	12	13	14	15	
Uniform Lengths—1 lb. boxes	49	50	52	54	56	58	60	65	70	c per lb.
1 lb. boxes, Assorted Lengths—⅜ to ¾ in., 5 lb. Cartons	52	53	55	57	59	61	63	68	73	c per lb.
½ lb. boxes, Assorted Lengths—⅜ to ¾ in., 5 lb. Cartons	55	56	58	60	62	64	66	71	76	c per lb.

Note.—Copper burrs will be supplied in the proportion of 1 lb. burrs to 2 lb rivets at regular copper rivet discount. Copper burrs exceeding this proportion will be charged at the regular copper burr discount.

Special pattern copper rivets and burrs in quantities less than 50 lbs. of a size, prices on application.

and Rugby goods will begin to move out. Dealers anticipate a heavy demand in all these lines this fall.

Stoves and Furnaces.

Already a good brisk trade for season has set in in these lines. One house states that for July their sales in furnaces alone are double those of last year. Throughout the Eastern provinces manufacturers anticipate a heavier demand than in former years, and to that end are laying in heavier stocks than usual. Stove trade is coming along briskly and everything points to a prosperous season ahead.

Copperware.

Copperware, which for some time has been quoted at 40 and 5 off list, is now taking on a much firmer tone as a result of the strike in the Lake Copper Mines. Dealers look to stiffer markets yet, with possibility of an advance.

Garbage Cans.

Demand for garbage cans is heavy. Prices hold unchanged at 40 per cent. off list.

TORONTO.

Toronto, Aug. 7.—The feature of the metal market this week has been the sharp advance in the price of tin. Copper has also advanced. White lead, spelter and iron remain unchanged. Metal merchants are doing a fair amount of business for this season of the year. Buying is mostly in small lots and buyers are cautious. Considerable attention is being paid to collections.

Hardware jobbers are doing a good business for this season of the year. This, of course, is the slack season for harware dealers, but business has been keeping up well. There has been a dropping-off in the demand for summer goods. Spring booking has commenced, but very few prices have been issued so far. Poultry netting is being booked for spring at 50-10 per cent. A large number of orders that had been booked for fall delivery are now being shipped.

Stove manufacturers report business as being very satisfactory, and prospects for a good fall business are exceedingly bright. A good volume of business is being done in paints, glass and putty. Oil and turpentine are in fair demand. Linseed oil has advanced 1 cent per gallon. Stove and paint manufacturers are preparing exhibits for the Canadian National Exhibition, which will be held in Toronto from August 25 to September 6. A large number of travellers will be in during Exhibition time. The price of rope and twine is unchanged and despite rumors to the contrary there is sufficient binder twine on hand here to meet the demand.

Advance in Tin.

Tin has advanced 2½ cents per lb. and is now quoted in Toronto at 45½ cents per lb. This followed the decline of 1 cent per lb. reported in our last issue.

Copper Advanced.

Copper has taken another jump in price, the advance this time amounting to 25 cents per 100 lbs. Quotations locally range from 16.75 to 17.10.

Other Metals.

Lead remains unchanged and is quoted locally from 5.85 to 6.00. Iron and spelter remain unchanged. Ingot aluminium is quoted at 21c per lb. and pattern aluminium at 23c per lb. Solder is quoted from 27½ to 28½c lb. Wiping solder ranges from 25½ to 26½c lb.

No Shortage of Twine.

Despite the fact that some of the newspapers have reported a shortage of binder twine there is no shortage here and there is sufficient twine to fill all the orders this season. Re-orders are coming in freely from many sections. In some sections re-orders have not been as numerous as was expected. Prices remain unchanged as shown in current market quotations. The demand for rope is fair and the price is unchanged. Reports state that the receipts of Manila hemp are small and are less than half the receipts of last year. The price of Manila hemp is again advancing and it is hard to obtain high quality hemp. Sisal fibre is at about the same level of price, but the market is uncertain, owing to the conditions in Mexico. Pure Manila rope is quoted in Toronto at 17c base; British Manila and African hemp at 13c base; Sisal at 12c base.

Wire Nails, Etc.

The demand for nails is fair, the ruling price for wire nails being 2.25 base. Barb wire is quoted at 2.42½. Poultry netting is being booked for spring delivery at 50—10 per cent.

Stoves, Furnaces, Etc.

Prospects for fall business are very good and dealers are optimistic regarding the future. The trade is a little quiet at the present time. A good number of furnaces are being sold and gas ranges are also in very good demand. A large number of manufacturers will have exhibits of stoves at the Canadian National Exhibition which commences Aug. 25. The demand for summer lines, such as refrigerators, ice cream freezers, oil stoves, gasoline stoves, ovens, etc., has fallen off considerably. Reports from some of the larger towns and cities state that the demand for refrigerators has only been normal. In the smaller towns, however, a large number of the dealers report an increase over the previous years. The demand for enamelware, aluminiumware and tinware is exceptionally good, particularly preserving utensils. The fruit-preserving season creates a good demand for many lines such as preserving kettles, fruit presses, strainers, funnels, etc. Representatives of stove manufacturers who have visited various parts of the Province report that crop prospects are good and a busy fall is anticipated. No price changes have been reported. The discounts on enamelware remain as follows: Whiteware 75 per cent., blue 50-10 per cent., gray 40-10 per cent. Fly traps, swatters, killers, etc., have been in good demand.

WINNIPEG.

Wininpeg, Aug. 5.—All signs point to a revival of business. Encouraging reports are coming in from all Western towns. The crops are making very satisfactory progress to maturity, and some grain is already cut and a large amount will be ready for the binder next week.

Of course, it will take time for the money situation to get back into normal lines, as given the crop harvested and threshed, there must some time elapse before the wheat returns in cash find their way into the ordinary channels of trade.

Screws, Bolts, Etc.

Carriage bolt quotations are now figured from the new carriage bolt list which appeared in a recent issue of Hardware and Metal. Carriage bolt discounts are as follows: ⅜ diameter and smaller 60—15%. 7-16 diameter and larger 55%. Machine bolts are quoted: ⅜ diameter and smaller 65—5%; 7-16 diameter and larger 57%. Sleigh shoe bolts ⅜ diameter and smaller 55—10%; 7-16 diameter and larger 50—5%; coach and lag screws 70—10%. Wood screws are quoted as follows: Flat head bright 85—10—7½%; round head bright 80—10—7½%; flat head brass 75—10—7½%; round head brass 70—10—7½%.

Next week will be devoted to the stampede, and a very large influx of visitors is expected both from the Prairie Provinces as well as from the United States, and some increase in retail business is expected; but on the whole it will hardly tend to accelerate matters in commercial fields.

The usual seasonable lines of hardware are selling fairly well, and country retailers report satisfactory sales of harvest tools, lubricating oils and other seasonable merchandise.

Stoves and Kitchenware.

There is nothing new in the stove business; it is a case of waiting until the crop is saved, when, if present promises are fulfilled, there should be a good fall trade in ranges; but in furnaces and heavier lines of heating the country trade will be light unless the fall months are marked by a much greater activity in building than is in evidence at present. The outlook is, however, encouraging, and it is expected considerable building will yet be done. In the city the number of dwelling-houses constructed compare well with last year, and the city trade in heating apparatus will be equal to last year's figures.

Paints and oils are in good demand, and a revival in window glass may be anticipated as the building season draws to a close.

Metal prices are firm, and the consumptive demand for structural steel and cement continues satisfactory. A revival of business in steel is generally reported. A certain forecast of improvement in other lines.

CONDITIONS ARE GOOD.

St. John, N.B.—Local dealers in the hardware trade say they could not wish for a better business year than what the present gives promise of, and they look forward confidently to seeing a remarkable record established in this connection. This is not true of one house, but at least five large business concerns sounded this week on the matter were of the same opinion. Both the retail and the wholesale ends were decidedly active, and shipments through the provinces were the heaviest in years. Locally there has been a depression which has been more noticeable with dealers in north end than in the city proper, owing to a general lumber mill strike throwing about 2,000 men out of employment. There is always from the eight or ten large lumber plants a steady demand for hardware articles when they are in operation, but the strike which is now in its fifth week has seriously interfered with sales in this regard. There seems no settlement in view, although to-day hardware dealers and others affected circulated a petition, which was to be presented to the Mayor and Commissioners, asking for a meeting of owners and men to endeavor to arrange a settlement.

In all departments of the local hardware houses the sale of wares thus far for this season has been especially encouraging. While of course goods in season are particularly in demand, there have been heavy advance orders for fall and winter lines. The demand for various lines of goods has caused some of the houses to specialize in a way upon them, and feature almost exclusively their stocks in this connection. Displays of such lines as freezers, outing baskets with equipment, campers' supplies, hammocks, preserving wares, etc., have taken place in different stores during the last week, and in fact for some time past, and the run on them has been very good. There is one line, however, on which merchants agree that not for many years has the sale been so keen, and that is building material. All kinds of articles used in the builders' world have had a persistent sale due largely to so much construction work being in progress about the city and vicinity.

HARDWARE LETTER BOX

Toledo Ratchet Dies.

J. A. Chambers, Springfield, Ont.—"Please advise us through your paper what firm manufactures Toledo ratchet dies for threading pipe 1 to 2 inches."

MacDonald & Sons, 109 Church St., Toronto.—Ed.

Water Ballasted Lawn Rollers.

R. Chestnut & Sons, Fredericton, N.B.—"Kindly send us the address of manufacturer of water ballasted lawn rollers."

Erie Iron Works, St. Thomas, Ont.; The Dunham Co., Berea, O.—Ed.

Rockwall or Hardwall Plaster.

Neault & Nobert, Grand Mere, Que.—"Will you kindly let us know through Hardware and Metal where rockwall or hardwall is manufactured?"

Toronto Plaster Co., 1062 King Street W., Toronto.—Ed.

Hammered Brass Goods, Candlesticks, Etc.

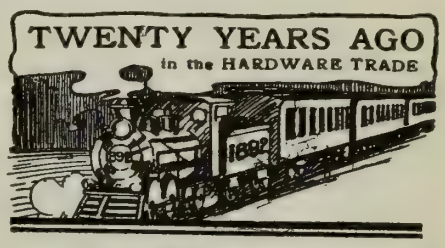
Chas. J. Harper, Goderich, Ont.—"Will you please inform me of a firm manufacturing hammered brass goods, candlesticks, brass ornaments, vases, etc."

Chadwick Brass Mfg. Co., Hamilton, Ont.—Ed.

Pyrene Fire Extinguisher.

Hardwareman, Toronto.—"Can you inform us the manufacturer of the Pyrene Fire Extinguisher?"

The Pyrene Co., New York City.—Ed.



The following items were taken from the issue of Hardware and Metal of August 12, 1893:

"The members of the City Travellers' Association are making big preparations for their promenade concert. The members of the committee are: J. Owens, chairman; W. F. Daniels, secretary; A. M. Piper, treasurer; W. Bremner, R. Maxwell, Ben Dack, S. H. Moore, W. Soper, F. Gallow, J. A. McGuane, W. H. Steele, S. G. Martin, J. Mortimer."

* * *

"W. S. Leslie of A. C. Leslie & Co., has just returned from a business trip east and west."

* * *

"Chas. Grist, hardwareman of Strathroy, has sold out his stock of goods to Marshall and Mason."

* * *

"A recent German invention for the purpose of preventing smoke when coal is used has been introduced into Canada."

Editor's note.—This process consisted of reducing the coal to a powder and feeding it to the furnace with an air blast. The coal thus prepared ignited at once upon entering the furnace. The idea was tried for a time but did not succeed to any great extent.

The retail dealer sometimes has a notion that it is only the manufacturer who should advertise; he sometimes believes that if the manufacturer advertises the goods which the dealer is handling, that is sufficient for the latter, and all he has to do is to wait for the customers.

Methods of Retailing Paints and Varnishes

Enlist the Assistance of Manufacturer

Paint Dealers Should Take Advantage of the Aids Supplied by the Manufacturers in Pushing Their Lines — Good Care Should be Taken of Color Cards, Boards, etc. — Good Results can be Obtained.

Did you ever stop to consider the valuable assistance you can obtain from the manufacturer in pushing the sale of paints? No doubt some merchants have never given much thought to the subject. On the other hand there are merchnats who take advantage of every opportunity offered by the manufacturer. Every large paint manufacturer employs a staff of men who are willing to give their valuable experience and time in endeavoring to assist the dealer in making a success of his paint department. These men have had in the majority of cases many years experience along this line and can give the dealer valuable assistance if he is open to receive it. A request from a dealer is always given prompt attention. But these men do not confine their efforts to the dealer alone. They are willing to impart valuable painting information to the individual if the retailer will only send in the names of prospects. Many of the large paint firms supply blank forms for the use of the dealer. These forms if used properly will prove to be excellent business bringers for you can rest assured that, if you will fill in the forms with the names of prospective paint purchasers, the advertising department of the manufacturer will follow-up the prospects in a systematic manner with suggestions as to how people can do the work in which they are interested. Another fact often overlooked by dealers is that the manufacturer is willing to supply electrotypes and advertising suggestions for newspaper work. These ads. have been gotten up by men who have made a close study of the work. Many dealers state that the reason they do not advertise is because they are unable or do not have the time to prepare ads. For these merchants the advertising department of the manufacturer will prove very beneficial.

Care should also be taken to make good use of all color cards, sample boards, slats, etc., supplied by the manufacturer. These business bringers are made up at great expense and if properly used will bring good returns. If used improperly or carelessly they are a total loss and fail entirely to serve the purpose for which they were intended, and at the same time incur a needless waste of excellent advertising material. If you have not consulted the manufacturer of the line you handle regarding your fall campaign it would pay you to take the matter up at once. The information and assistance you will receive will be very beneficial in assisting you to reap in a large share of the fall paint trade.

SPECIAL RATES SECURED FOR "HARDWARE WEEK."

Continued from page 37.)

Special rates have been secured. The round trip from Toronto to Ottawa, including five days' room at either Chateau Laurier on New Russel hotels will cost $12.70. The round-trip from Montreal, with five days' room at the same hotels will be $8.45. As stated before, these special rates can be obtained only on application to any one of the secretaries of the three associations.

A Big Exhibit.

The success of the exhibition is now assured. Secretary Tobin states that all the booths will be occupied.

President Occomore and the officers of the Ontario Retail Hardware and Stove Dealers' Association are working hard and promise to make the convention a red letter one in every respect.

DEATH OF KEARN MONAHAN.

St. Lin, P.Q.—Kearn Monahan, who for a number of years has been closely connected with the business world, passed away Tuesday at his home in St. Lin, L'Assomption County, P.Q.

Mr. Monahan was born in Pottsville, Pa., some seventy years ago. At the age of twelve he came to Canada, where he has since made his home. In 1886 he established the general store and distributing business in St. Lin, with which, till the time of his death, he has been actively connected. Throughout all business circles, but especially amongst the hardware trade, his name was well known and everywhere treated with respect. With his death passes away one of the pioneers in the trade in this province, and such a one whose absence is always regretted.

GIVING RANGE FREE.

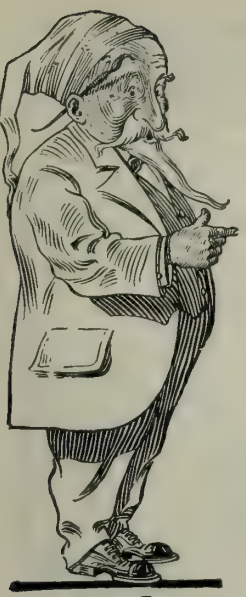
Pickett & McGunn, hardware merchants, Asquith, Sask., are offering a range free to the person holding the key which will unlock a padlock attached to the range. One key is given with every two dollar purchase. The following announcement appears in their ad.:—"We are at a great expense in doing this, but we believe that the number of new customers we shall gain thereby will amply repay us for the outlay. This range will not cost you one cent—it is given away absolutely free. With every cash purchase amounting to $2 we give a key, and when all the keys have been disposed of the holder of the key which unlocks the padlock attached to the range will receive this beautiful stove absolutely free. When all the keys have been disposed of, we will notify the holders as to the date fixed for the opening of the lock. Come in and get a key before they all go."

LIVE ANIMAL DISPLAYS.

Port Arthur.—A special feature to sell fishing tackle has been made by the firm of Wells & Emerson, who have placed a small glass tank in their window containing several hundred small steel head salmon from the fish hatchery. There are also a number of the fish several inches in length which attract the attention of the people passing on the street. Beneath the tank all sorts of tackle, both for trolling or for fishing in a stream, are arranged. This district is specially noted for its fishing and hunting, and is advertised all over the Dominion as a place for tourists to come to have good sport.

Only a short time ago the same firm had a live beaver in their window to attract the attention of the people on the street.

The only road to advancement is to do your work so well that you are always ahead of the demands of your position. Our employers do not decide whether we shall stay where we are or go on up; we decide that matter ourselves. Success or failure is not chosen for us; we choose for ourselves.



YOU ARE KNOWN BY THE PAINTS YOU KEEP

The dealers throughout Canada who are making the greatest turnover in their plant departments are invariably selling the paint which is best advertised—Paints that are thoroughly prepared,—that are non-adulterated,—that contain no cheapening ingredients,—and paint that will cover more than double the surface required by an ordinary paint.

MARTIN-SENOUR 100% PURE

is what the best dealers everywhere are selling. Martin-Senour Paints advertise themselves. They make satisfied customers who are continually talking about the results they have achieved—certainly the best possible advertisement.

Be a Martin-Senour dealer and sell well-advertised goods.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
Winnipeg

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

AFTER 12 YEARS

This Berry-Finished Floor is Still Bright and Lustrous.

Pittsburgh, Pa., March 4, 1913.

Berry Brothers:—

Some twelve years ago the writer put down in his residence a hardwood floor, and in finishing it used Berry Brothers' Liquid Granite. In time, the women folks got to using a floor wax to polish it until the wood had become completely hidden with a dirty color. Three years ago we decided to remove the wax and varnish and refinish. A solution of soup, ammonia and warm water was used. We found after the wax had been removed that the soap and water had no effect on the varnish, except to clean and brighten it, and we are now using the floor with the original finish of Berry Brothers' Varnish, and still find it superior to any finish we have ever seen.

Yours very truly,

GEO. HODGDON.

An architect is one of the severest of varnish critics. He insists on good varnish—durable varnish—not only in his home, but in the many different kinds of buildings he erects for clients.

Knowing good varnish and who makes it is a necessary part of the "know how" of his profession.

In the experience of George Hodgdon and thousands of other architects and users throughout the land. Berry Brothers' Liquid-Granite is "Superior" in durability, lustre and "all-'round" finishing value.

It has been used as a floor varnish for thirty years and has stood the test of water, abuse and hard wear. Each year it has gained in popularity.

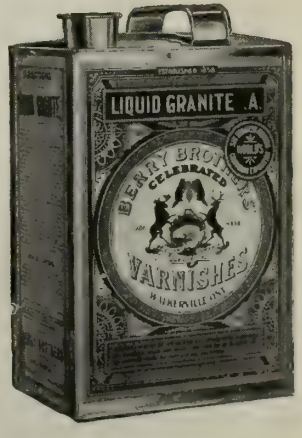
But it is not alone as a floor varnish that Berry Brothers' Varnishes excel. They are used for hundreds of different purposes and are responsible for a good share of the beauty and usefulness of thousands of manufactured articles.

55 years of honest making and honest service are back of every Berry Brothers' product. This means much to every varnish user, present or prospective. Berry Brothers' label can be your guide to the varnish that will serve you best. Our service department is also at your disposal in helping you determine whether your present finishes can be improved or the cost reduced.

When you think of varnish, think of Berry Brothers' Varnish—"The Varnish with a Pedigree." Use and specify Berry Brothers.

Here are a few of our principal products:

LIQUID GRANITE:—For finishing floors in the most durable manner possible.
LUXEBERRY WOOD FINISH:—For the finest rubbed or polished finish or interior wood- work.
ELASTIC INTERIOR FINISH:—For interior woodwork exposed to severe wear, finished in full gloss.
ELASTIC OUTSIDE FINISH:—For all surfaces, such as front doors, that are exposed to the weather.
LUXEBERRY SPAR VARNISH:—For yachts, boats, canoes and other marine uses, outside or inside.



BERRY BROTHERS
Established 1858
FACTORIES
Detroit, Mich. Walkerville, Ont.

Weekly Market Report --- Paints

MONTREAL.

Montreal, Aug. 6.—Business situation in paints is practically unchanged from a week ago. A good volume of business is being done in all lines. Prices on linseed oil are firm and likely to be higher while a tendency towards weakness is being felt in turpentine. Dry lead market continues firm at advanced price noted last week.

Linseed Oil.

Linseed oil still continues to be sold at 60 and 63 cents for single barrel lots in raw and boiled respectively, but will continue at that figure only so long as dealers here refuse all to agree to an advance. There is a general feeling that prices should be higher. There has been a good crop at growing centres but this has all been absorbed so that dealers state they cannot buy oil ahead any cheaper than for immediate delivery. In addition demand locally for oil is very heavy so that it would appear now only a matter of time until the advance considered justifiable should be made.

Turpentine Weakening.

A tendency towards weakness is being felt in turpentine this week. Cheaper stuff will be coming on the market shortly which should have the effect of pulling down prices. Some dealers quote 56c for single barrels, while others still hold out for 57 cents.

Dry White Lead.

Following firmness in lead markets, prices at level struck last week on dry white lead are being firmly maintained.

Glass and Putty.

Demand for glass is holding up well. Following continued firmness in Belgium prices are being firmly maintained but no change has yet been made.

Putty continues to move out freely. Demand is extra heavy for season and with laying in stock manufacturers are being kept running at full capacity.

TORONTO.

Toronto, Aug. 7.—The demand for paint continues good despite the fact that this is the holiday season and is generally considered an off season for paints. It is true that there has been a seasonable falling off in the demand for some lines, but this is expected at this season of the year. A very satisfactory volume of business is being done.

Very few price changes have occurred recently. Firmness has been shown in the oil market for some time and the local market advanced to-day. Turpentine is still very weak. A meeting of the producers will be held this week.

The July demand for linseed oil was heavy, but a falling off is expected this month. The demand for glass and putty is picking up. The demand for paris green is fair, although it is said that in some sections the demand has not been as good as usual.

Advance in Linseed Oil.

Linseed oil has advanced one cent per gallon and is now quoted at 62c per gallon in single barrels for raw linseed oil and 65 cents per gallon in single barrels for boiled linseed oil with the usual quantity reductions. As reported in last week's issue the market has been firmer for some time and flax seed advanced considerably in price.

Turpentine Unchanged.

The turpentine market locally is unchanged and single barrels are still quoted at 56c per Imperial gallon; 2 to 4 barrels 55c per Imperial gallon. The market in the south has shown weakness during the past week, but a meeting of the producers is being held this week and this may have a tendency to cause firmness. In the meantime the market is very dull and quiet in the South.

White Lead.

Toronto quotations on white lead remain unchanged and orders are being booked for Oct. 1st delivery at 8.20 in ton lots and 8.40 in less than ton lots. On account of the apparent firmness in the primary markets, quite a number of dealers have booked good quantities of lead for fall delivery.

Demand for Glass and Putty.

The demand for glass and putty has picked up considerably and a good fall trade is expected in these lines. A large number of import orders have been delivered. The discount on glass is still 15 per cent. Putty is quoted as follows: Standard in casks, 2.50 per 100 lbs.; 2.70 in 100 lb. drums; 3.00 in bladders.

Ready-mixed Paints.

A large number of fall orders have been booked and in several cases are heavier than the fall orders last year. Quite a number of large retail firms report that their paint business up-to-date is in excess of last year. Prospects for fall business are very bright and many of the retailers expect their sales to surpass those of last year. The demand for paint specialties is very good. Floor finishes and wall colors are also in very good demand.

Gasoline, Benzine, Etc.

Gasoline is still quoted at 25c per gallon in single barrels and benzine at 24½ cents per gallon in single barrels. Wood alcohol is quoted at $1.00 per gallon in 5-gallon lots.

CATALOGUES AND BOOKLETS.

Electrical Goods.

The Monarch Electric Company, Ltd., St. Lambert, P.Q., District of Montreal, have recently issued to the trade a catalogue descriptive of their full line of electrical goods. In it are described, illustrated and prices given of switchboards and switchboard accessories, panel boards and cabinets, switches sockets, fused rosettes, trolley clamps and brackets, and electrical supplies in general. A feature of the catalogue is that it is gotten up in loose leaf system so that each line receives a separate department to illustrate it.

Steel Co. Products.

The Steel Co. of Canada have recently issued to the trade a new catalogue containing a complete list of the products which they manufacture. The catalogue is in every way up-to-date, especially in lists and discounts, and is recognized amongst the trade as an authority on lines represented.

M. Nobbs, local salesmanager, McClary Mfg. Co., has just returned from a business trip in Western Ontario and reports that business with the trade is very good for this season of the year and that prospects for good trade are exceptionally good.

Montreal, P.Q.—T. H. Jordan, vice-president of A. C. Leslie & Co., sails this week from England where he has spent the last three months.

Montreal, P.Q.—Jas. Alves, who for some time has been connected with W. H. Scroggie Ltd., as buyer is moving to Regina, Sask. There he will act as manager and buyer of the crockery, hardware, silverware and sporting goods departments of C. W. Sherwood & Company's departmental store.

When a man buys paint simply because it is cheap, he's like a man sitting out on a limb and sawing it off next the tree. He'll do the job all right enough, but he'll get hurt in the end.

There's but one way to determine the **true** value of a paint, and that is by dividing the first cost by the number of years it may be expected to last. Measured by this standard,

B-H "ENGLISH" PAINT

made with a white base containing 70 per cent. Brandram's B.B. Genuine Pure White Lead and 30 per cent. Pure White Zinc, is by far the most economical paint to use, hence an easy and profitable seller. It is not first cost that brings customers to you a second time, but demonstrated service, and it is along this line—repeat orders—that B-H "ENGLISH" PAINT develops trade for you.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.
Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb.$10 25 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

"Alonzo W. Spooner, Ltd."
Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.
Nicoluminam Grades, No. 1, 2, 3.
Babbitt Metal Grades, No. 1, 2, 3.
Prices, 6c—60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2½ "	12 25	11 00
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 80
" " 4 "	19 80	19 00

BRASS.

Spring sheets, up to 20 gauge	0 26
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.

Standard Compression work, 60 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.

Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.

J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.

Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal	Toronto Per 100 lb.
Casting ingot	16 75	16 25
Cut lengths, round bars, ½ to 2 in.		26 00
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		28 00
Copper sheet, tinned, 14 x 60, 14 oz.		29 00
Copper sheet, planished, 14 x 60, base		36 00
Braziers', insheets, 6 x 4		28 00

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summerlee, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	3 10	3 00
All bright, 52 sheets	3 70	4 15

Galvanized—	Apollo D.	Crown	Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x80	8 90	8 90	9 50
20x28x80	9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 75	3 60	3 75
22-24	3 90	3 75	3 90
26	4 15	4 00	4 15
28	4 40	4 25	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Buttweld Pipe.

Size.	Black.	Galvd.
¼ in.	2 28	3 18
⅜ in.	2 28	3 18
½ in.	2 72	3 57
¾ in.	3 28	4 43
1 in.	4 85	6 55
1¼ in.	6 56	8 86
1½ in.	7 84	10 59
2 in.	10 55	14 25
2½ in.	16 67	22 52
3 in.	21 80	29 45
3½ in.	26 22	35 42
4 in.	31 07	41 97

Standard Lapweld Pipes.

Size.	Black.	Galvd.
2 in.	11 66	15 36
2½ in.	17 26	23 11
3 in.	22 57	30 22
3½ in.	27 14	36 34
4 in.	32 16	43 06
4½ in.	36 20	48 90
5 in.	42 18	56 98
6 in.	54 72	73 92
7 in.	80 92	109 50
8 in.	97 92	132 50
9 in.	117 30	162 20
10 in.	140 10	189 50
12 in.	172 40	238 30

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60; fittings, 60 and 5 p.c.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30. $1.15; 18x36, $1.95.

Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb	0 11½	0 11¼
Light copper & Bottoms.	0 10¼	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail), ipg, 110 lbs.	5 50	5 50
Imported pig, per 100 lbs.	5 50	5 50
Bar pig, 100 lbs.	5 75	5 85
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, 5 per cent. off.

Lead waste pipe, 9c; 5 per cent. off.

Traps and bends, 40 per cent.

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guarant'd.	0 27½	0 28
Wiping	$..0 25½	0 26

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb.	6 75	7 00

TIN AND TINPLATES.

Lamb and Flag and Straits—

56 & 28-lb. Ingots, 100 lbs.	45 00	0 44

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)

		Per box
I C, 14x20 base	....	$7 00
I X, 14x20 base	....	8 25
I X X, 14x20 base	....	9 50

Raven and Murex Grades—

I C, 14x20 base	....	5 00
I X, 14x20 base	....	6 00
I X X, 14x20 base	....	7 00
I X X X, 14x20 base	....	9 50

"Dominion Crown Best"—Double.

COATED, TISSUED.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	....	4 65
I X, 14x20 base	....	5 65
I X X, 14x20 base	....	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base	....	4 50
20x28, double box	....	9 00

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	....	8 25
I X, Terne Tin	....	9 75

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet bxs.)
XX, 14x60, 50 sheet bxs.) 7 50
XX, 14x65, 50 sheet bxs.)

TINNED SHEETS.

72x30 up to 24 gauge, case lots	8 50	....
72x30 up to 26 gauge, case lots	8 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14. $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Other sizes, 50 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c. charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and papernigs 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅝, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

PAINTS, OILS SAND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.60
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.00

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

REVIVES & RENEWS OLD FURNITURE & WOODWORK

Lacqueret

THE HOUSEHOLD — LACQUER —

It is elastic, hard drying, lustrous and easily applied. A product that brings business to the dealer's store wherever featured. Write for further details.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

New York Chicago London Berlin Brussels Melbourne

Largest in the world and first to establish definite standards of quality

Introducing

THE MARTIN-SENOUR CO. LIMITED

CHICAGO HALIFAX MONTREAL TORONTO WINNIPEG LINCOLN

COLORS IN OIL.

Venetian red, 1-lb. tins pure.....	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure..	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons........	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.		Per lb.
French medal		0 14
German common sheet		0 10
German prima		0 17
White pigsfoot		0 21
Brantford medal		0 10
" golden medal		0 11
" brown sheet		0 10
" Golden sheet		0 13
" Gelatine		0 22
" white gelatine		0 22
" white glue		0 12
" 100 flake	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL	0 11½
CL	0 12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb....	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb....	0 20½
In 25 lb. drums, per lb..........	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb..	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb..	0 23¼
In ½ lb. pkts., 100 lb. cs, lb...	0 24¾
In 1 lb. tins, per lb...............	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs....	0 08¾

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base....		2 00
Canada Paint Co.'s pure..	1 75	2 00
Globe house paint (Windsor)....		1 60
"New Era" house paint (Windsor)		1 85
Benj. Moore Co.'s "Egyptian" Brand		1 50
Moore's pure linseed oil, H.C..		1 65
Brandram Henderson's "English"		2 00
Ramsay's paints, pure		1 80
Ramsay's paints, Thistle		1 60
Martin-Senour, 100 p.c. pure....		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co.		
Jamieson's Crown and Anchor brand		1 60
High Standard		2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 50
Bulk, 100 lb. drums......	2 50	2 70
Bladders, in bbls..........	2 80	3 00

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.......	5 90	5 75
No. 1 kegs, per 100 lbs.........	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15
U. S. Water White	17	15½
U. S. Pratts Astral	21½	17½
Castor Oil, per lb. in bbls...	8¼	8½
Black Oil, Summer	12c	12c
Black Oil, Winter	14	14
Cylinder Oil, Green	35	35
Parafine Oil	22	20
XXXX Machine	22½	21
Benzine	27½	24½
Motor Gasoline, in drums...	24½	24½
Motor gasoline	27½	25
Pure turpentine, single bbls..	56	56
Linseed Oil, raw, single barrels	60	61
Linseed Oil, 3 to 5 bbls.......	59	60
Linseed Oil, 6 to 9 bbls.......	59	59
Linseed Oil, boiled—		
single bbls.	63	63
3 to 5 bbls...........	62	62
6 to 9 blbs...........	62	61
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots ..	7.25	8.00

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps, brown japan	1 00
No. 1 brown japan	0 90
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 '	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 30
B.H. Ltd. "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish....	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure..	8 25	8 20
Crown and Anchor, pure.	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 00
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd....	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz..........	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

ANVILS.

Buckworth, per lb.	0 10¼

AMMUNITION.

"Dominion' 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits	30 and 10
Irwin's auger	45
Gilmour's auger	70
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr.		0 80
Richards Wilcox No. 117 P.D. Hanger, full set		2 75
Stearns wood track		Special
Zenith	....	9 00
Atlas, steel covered	5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	7 25	

Chicago Friction, Oscillating and Big Twin angers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common, new, $1 list.	
Carriage Bolts, ⅜ and smaller..	60 & 15
Carriage Bolts, 7-16 and up......	55
Carriage Bolts, Norway Iron ($3 list)	55 & 15
Machine Bolts, ⅜ and less......	65 & 5
Machine Bolts, 7-16 and up.....	57½
Plough Bolts	55 & 5
Blank Bolts	57½
Bolt ends	57½
Sleigh Shoe Bolts, ⅜ and less.	55 & 10
Sleigh Shoe Bolts, 7-16 and larger.	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes	4c per lb. off
Nuts, Hexagon, all sizes.	4¼c per lb. off

Stove rids, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll....		0 95
O.K. Paper, No. 1, per roll......		0 95
O.K. Paper, No. 2, per roll.......		0 70
Plain Fibre, No. 1, p. 400 ft. roll		0 50
Plain Fibre, No. 2, p. 400 ft. roll		0 35
Tarred Fibre, No. 1, 400 ft. roll.		0 62
Tarred Fibre, No. 2, 400 ft. roll.		0 43
Tarred Fibre, Cyclone, 25 lbs., roll		0 62
Dry Cyclone, 15 lbs.		0 50
Plain Surprise, per roll		0 42
Resin sized Fibre, per roll.........		0 42
Asbestos Building Paper, p. cwt.		3 25
Heavy Straw, plain and tarred, per ton		36 00
Carpet felt, per cwt.		2 60
Tarred wool roofing felt, cwt.....		2 00
Pitch, Boston or Sydney, 100 lbs.		0 85
Pitch, Scotch, per 100 lbs.........		0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 60	3 00
2 Ply Ready Roofing, per sq....		0 75
3 Ply Ready Roofing, per sq.....		0 95
2 Ply Ready Roofing, per roll....		1 15
3 Ply complete, per roll...........		1 35
Liquid Roofing Cement, bbls., per gallon		0 17
Liquid tins cement, 5s		0 19
Crude coal tar, per bbl..............		4 50
Refined coal tar, per bbl..........		5 00
Shingle Varnish, per bbl..........		5 00
Caps, per lb.		0 05
Rails, per lb.		0 05
Mop Cotton, per lb.		0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000.	23 00	28 00
" English	17 00	21 00
" American, low ..	23 00	25 00
" " high..	27 50	31 00
Fire clay (Scotch), net ton..	....	5 50
Fire clay (American), net ton	5 00	10 00

CHALK AND PENCILS.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr.	2 40	6 75
Crayons, per gross	....	0 20

CHISELS.

Cold chisels, 5 x 6 in., doz..	2 20
Bevel edge, 1 inch, doz............	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

12 in., doz. prs.	4 65	4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in.........	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case..	4 50
8 lb. size, 2 doz. in case, case....	7 20
17 lb. size, 1 doz. in case, case...	6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths........	3 45
3 " " "	4 20
4 " " "	5 53
5 " " "	7 60
6 " " "	9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 per cent.
Copper tea and coffee pots, 40 per cent.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand)....	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz..............	5 25
Folding handles, 8 inch, doz........	1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EVERY DEALER SHOULD SELL

Black Diamond Roofing

BLACK DIAMOND
ALEX. McARTHUR & CO.
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

It is the "Repeat Order Kind"

The quality is absolutely uniform, and we **guarantee** it so.

Black Diamond Roofing has stood the test of years and still retains its reputation as a leader.

Investigate this roofing—write for full particulars and prices.

Let us also quote prices on our high grade **Wrapping Papers.**

F. J. COX, Winnipeg—Sole Agent for West.

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

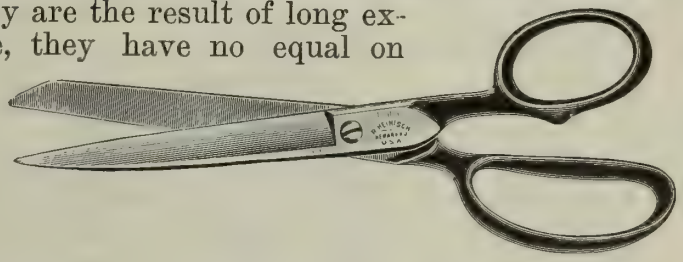
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

HEINISCH SHEARS

The High Quality and Perfect Temper Will Bring You Many Re-Orders

These shears pay a substantial profit. They are the result of long experience in shear making and, we believe, they have no equal on the market. **Our firm name is an absolute guarantee of perfect satisfaction** — look for it on the shears you stock.



We also manufacture **Tailors' Shears, Scissors, Tinners' Snips, etc.**

Your jobber has them.

R. HEINISCH'S SONS COMPANY **Newark, N.J., U.S.A.**

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.

We also manufacture **Robertson Socket Head Wood Screws** and **High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.**

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " " "	....	3 31
12 " " "	....	3 88
15 " " "	....	5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

FILES AND RASPS. Per cent.

Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan Globe	75
Black Diamond	66⅝
Delta Files	60
Nicholson	66⅝
Jowett's (English list)	27½
Spear & Jackson (English list)	35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	$ 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, lb lb.	6.25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over..	0 06
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝ inch, per gross	13 50
Leather, 1 inch, per doz.	4 00
Leather, 1½-inch, per doz.	5 20
Web	2 45

SISAL HALTERS (SNAP & RING).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12½	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 40 and 10 per cent.
Star decorated steel and white, 33⅛ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15

Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103..	1 35	2 00

Toasters, 50 per cent.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS, TRESTLES, ETC.

Step Ladders—

Shelf-lock	16c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20 ft., each	$2.60
22	2.86
24	3.12
26	3.38
28	3.64
30	3.80
32	4.16
34	5.10
36	5.40
38	5.70
40	6.00
44	7.48

(COMMON SINGLE LADDERS)

8 ft., each	$ .80
10 ft. ,each	1.00
12 ft., each	1.20
14 ft., each	1.54
16 ft., each	1.76
18 ft., each	1.98
20 ft., each	2.40
22 ft., each	2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

(PAINTERS TRESTLES).

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.00	20 ft., each	6.00

LANTERNS.

No. 2 or 4, plain cold blast, doz.	7 00
Short bowl pattern, doz.	7 00
Japanned cold blast, doz.	7 50
Brass well japanned, doz.	9 25
All brass, doz.	24 00
Cold blast globes, doz.	0 50
Prism globes, doz.	1 20

LAWN HOSE.

Competition	70 5 p.c.
Corrugated, ½ in., ft.	0 13½
Corrugated, ¾ in., ft.	0 17

500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from		12 00
Axes, dozen, from		6 50
Axe handles, dozen from	0 80	3 75
Cross cut saws, per foot	0 25	0 65
Axe wedges, dozen	....	0 25
Ball and heel calks	4 00	4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per do z.	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ...... $3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen...... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PIERCED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

CLAY PICKS.

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap	per gross	30 00
Indian snap	"	25 00

RAZORS.

		Per doz.
Boker's	7 50	11 00
Boker's King Cutter	11 30	14 40
Henckel's	7 50	20 00
Gillette Safety, each		3 75
Star Safety Razor, 33 1-3 per cent.		
Edelweiss		16 00

ROPE AND TWINE.

Sisal rope	0 12
Pure Manila rope	0 17
"British" Manila	0 13
African hemp	0 13
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-15 and upwards, 10½c.	
Lath yarn, single	0 11¼
Lath yarn, double	0 11¾
Sisel bed cord, 48 feet, per doz..	0 72
Sisel bed cord, 60 feet, per doz..	0 90
Sisel bed cord, 72 feet, per doz..	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russia twine, per lb.	0 27
Wrapping cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging twine, per lb.	0 35

BINDER TWINE.

650 ft., per lb.	0 12½
600 ft., per lb.	0 11
550 ft., per lb.	0 10
500 ft., per lb.	0 09½

5 ton lots, ⅛c lb. allowance.
10 ton lots, ¼c lb. allowance.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot , doz....	1 20
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs..	2 20
Sectional, ½ lb. each, per 100 lbs..	2 35
Solid, 3 to 30 lbs.	1 63

SASH CORD.

No. 3, per lb.	0 28½
Sash Chain, No. 2, hd. ft.	1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14 x 18, open 28½ inches	1 00
Perfection window screens, 14 x 15, open 22½ inches	1 30
Model window screens, 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

SCYTHE SNATHSS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS. Per cent.

Wood F.H., bright and steel	.85 10 7½
" R.H., bright	.80 10 7½
" F.H., brass	.75 10 7½
" R.H., brass	.70 10 7½
" F.H., bronze	.70 10 5
" R.H., bronze	.65 10 5
Drive screws	.65 10 5
Set, case hardened	.60 10
Square cap	.50 and 05
Hexagon cap	.45
Bench, wood, per doz.	$5 00
Bench, iron, per doz.	4 25

BENJAMIN MOORE & COMPANY, Limited

TORONTO, CANADA

MAKE

MURESCO, The best Wall Finish.

SANI-FLAT, The best Flat Oil Paint, Washable and non-poisonous.

MIXED PAINT, Moore's House Colors, second to none.

YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell, the MOORE Line and make more money with less investment.

It's the Quality That has made *Stephens* Pure Ready Mixed **PAINT**

SO POPULAR WITH WESTERN PEOPLE

Our ready-mixed paints are made from the highest grade pigments which are combined with pure Manitoba Linseed Oil.

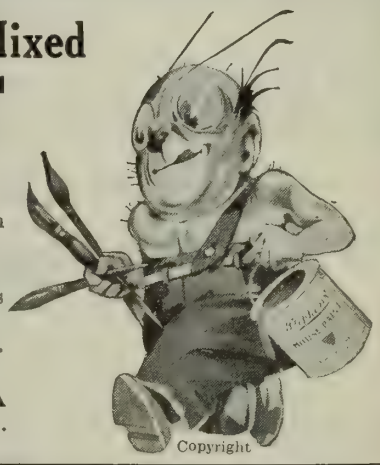
It is easily applied, and successfully withstands the greatest extremes of the weather.

Our manufacturing facilities enable us to produce this superior product at a price that is most reasonable.

We want you to become a Stephens agent and reap the splendid profits which our lines produce.

Write to-day.

G. F. Stephens & Co., Limited, WINNIPEG, CANADA
Branches at Calgary, Alt.



Vollmar Washer

This washer works on the right principle

It's a hand-scrubber.

That is, on a magnified scale, it subjects the clothes to exactly the same process as they get by hand.

The Vollmar Washer rubs the clothes, squeezes the clothes, turns them over and over again. One rubbing-board works down over the clothes, as the other works up under them. And every stroke sends 10 gallons of boiling water surging through the clothes.

It's the hand-process brought to perfection. 100 times more thorough. It's the hand-process without the drudgery. 100 times easier.

The Wortman & Ward Co. made the Vollmar for 20 years before we bought them out in 1912. Many of the washers they made 16, 18 and 20 years ago are still in use. We get recommends from users of those first Vollmars, every week.

Everyone who has ever used a Vollmar praises it. You'll find it the most popular washer you have ever handled, and a cracker-jack to sell.

Write to-day for special proposition we're making on this machine. Also ask for Catalogue 20 illustrating our full washer line.

Beatty Bros., Limited 711 Hill Street FERGUS, ONT.

Western Branch, Winnipeg, Man.

Dept. A-7.

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No. 30, per doz.	....	16 20

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey,30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
Pucks, net, $1.50.

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00

STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch, per 100 lengths	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS.

and 6-inch common, per doz.	1 20
7-inch, per doz.	1 35

Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock. 18 75

STONES—OIL AND SCYTHE.

		Dozen		
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in.		2 50	3 10	3 50
Hindostan	per lb.		0 06	0 10
" slip	"		0 18	0 20
" Axe	"		....	0 16
Deer Creek	"		....	0 10
Deerlick	"		....	0 25
Axe	"		....	0 15
Lily White, 6 in., 7 in., 8 in., doz.		6 00	6 60	7 60
Arkansas	"		....	1 50
Water-of-Ayr	"		....	0 10
Scythe	per gross		3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; liningtacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821..	1 95
" Steel, No. 1840, 50 ft...	....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p. c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p. c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p. c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse Traps	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Trap	0 80
5-Hole Tin Chokers	0 60

VACUUM CLEANERS.

Eureka Electric, each 35 00

VISES.

Per pound	0 12	0 12¾
Hinged pipe vise, 25 lbs..	....	3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I.X.L.	121 50
Winner, C. Cor, No. 2 & 3	85 00

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., per doz	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141E	51 75
Sunlight, 111	44 50

20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 in...	0 70
" " " 34 in...	1 00
" " " 36 in...	1 25
" " neckyokes, 36 in...	1 25
" " doubletrees, 40 in..	0 95
" " lumbermans, 44 in..	0 95

WOOD HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.

Extra ash fork, hoe, rake and shovel handles, 45 per cent.

Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes, oval and whiffsa,h
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.

Team neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.

All hickory, maple and oak goods, 35 per cent. Wrenches.
Agricultural, 67½ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.	4 50
With rim, 18x28, per doz.	5 00
With rim, 20x30, per doz.	5 50
Without rim, 18x24, per doz.	4 00
Without rim, 18x28, per doz.	4 50
Without rim, 20x30, per doz.	5 00

IRONING BOARDS.

Size 12x60 ins., per doz.	5 75
Size 14x60 ins., per doz.	6 25
Folding, 12x60 ins., per doz.	15 00

SLEEVE BOARDS.

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

WASH BOARDS.

Glass, doz.	3 25
Enamelled, doz.	4 50

CLOTHES BARS.

3 sections, 4 ft., doz.	4 25
3 sections, 5 ft., doz.	5 50
3 sections, 6 ft., doz.	7 25

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz..... 12 00

CLOTHES PINS.

Common, 5 gross in box, per box	0 65
Spring clothes pins, per box	1 00

WOOD WASH TUBS.

Standard size, doz. ....

TUB AND WRINGER STANDS.

Folding frame, doz. 18 00

(WINNIPEW HARDWARE QUOTATIONS)

(Ax Handles)—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

(Auger Bits)—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William, $3.38 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

(Bolts)—Carriage, 3-8 and smaller, 60; 7-16 and larger, 50; machine, ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅜, 50½c; 7-16 and up, 40½c.

(Bar Iron)—Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

(Blocks)—Steel, 50 per cent.; wood, 60 per cent.

(Cut Nails)—$3.35 per keg base. Wire nails, base, $2.90 Winnipeg.. $2.50 Fort William.

(Copper)—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.
Crowbars—4½c per lb.

(Corrugated Iron)—28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

(Canada Plates)—Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.
(Clevices)—7½c per lb.

(Enamelware)—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

(Files)—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.
(Galvanized Iron)—Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.	5 10	5 35
26G (equal 28 Amer.)..	4 85	5 10
24G	4 40	4 65
22G	4 40	4 65
20G	4 30	4 55
18G	4 20	4 45
16G	4 20	4 45

(Galvanized Ware)—37½ per cent.

Grindstones—Per 100 lb., $1.65.

(Glass, Window)—single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

(Horseshoes)—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

(Horse Nails)—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

(Harvest Tools)—50 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

(Hinges)—Light T and strap, 65 per grass, $1.70.

(Iron Washers)—Full box, 40 per cent.; smaller lots, 35 per cent.

(Iron Pipe)—Black, ¼ inch, $2.65; 3-8 inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

(Galvanized Pipe)—¼ inch, $3.75; 3-8 inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

(Logging Chain)—¼ in., $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

(Lanterns)—Cold blast, per doz., $7.25; coppered, $9; dash, $9.

Poultry Netting—50 per cent.

(Plaster of Paris)—Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

Pig lead—$5.25. Lead pipe—Full coil, $6.75 per cwt.; cut coil, $7.75 per cwt.
Lead Waste—$7.25.

(Rivets) and Burrs)—Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

(Rope)—Sisal, 12¼; Pure Manilafl 17¼; British Manila, 13¼c; lath yarn, 11½c.

(Steel Squares)—40 off new list.

(Shovels and Spades)—Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

Solder—Half and half, $29 per cwt.

(Screws)—Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 60 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., 68c; boiled, per gal., 71c.

(Turpentine)—Per gal., barrel lots, 70c.
(Dry Colors)—White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.25 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

(Putty)—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3 40
Paris Green, 21½ cents per 112 lb.

Jamieson's "50" FLAT VARNISH

A Varnish that won't show Brush Marks and which gives the rubbed effect to perfection—a most convenient and satisfactory flat finish

R. C. Jamieson & Co.

LIMITED

Established 1858

MONTREAL - VANCOUVER

ABSOLUTELY PURE

STERLING PREPARED PAINTS

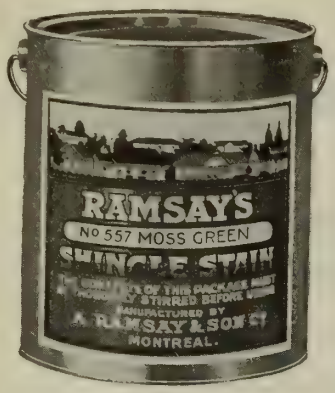
If you are not selling Sterling Prepared Paints, why Not? They are pure — they spread easily—they cover much surface—they are extremely durable — and **they pay a splendid profit.**

It will be to your interest to let us get you in touch with some users and dealers. Hear what they have to say and profit by their experience.

Don't fail to write us now.

Canadian Oil Companies, Limited, - Toronto

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA



RAMSAY'S SHINGLE STAINS

preserve the wood and prevent decay. They stand extremes of climate and do not fade.

Tests have shown that for wearing qualities they cannot be surpassed. See that your stock is complete, and get a supply of color cards from us.

A. RAMSAY & SON, MONTREAL

PAINTMAKERS SINCE 1842

NEW ERA PAINT
IS GUARANTEED

THE inereasing demand for New Era Paint and its past record of service enable us to place a guarantee that it will outlast, cover more surface, hold its color better, stand more weather changes, and give a more brilliant finish than any high-priced paint you can buy. It is made to meet the requirements of the most critical painter. Write at once for prices.

STANDARD PAINT & VARNISH CO., LIMITED

WINDSOR - ONTARIO

DOUGALL

SELL FIRST CLASS VARNISHES to build a **FIRST CLASS TRADE**

Send for 60 page book of selling points of the "Varnish That Lasts Longest."

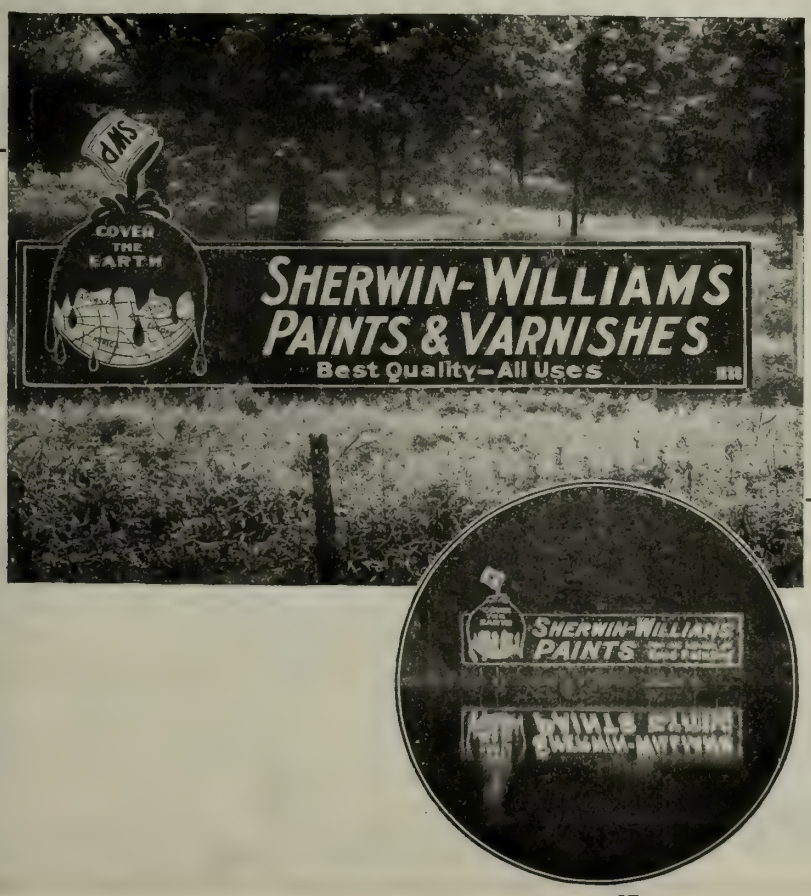
The Dougall Varnish Company, Limited
MONTREAL
Associated with the Murphy Varnish Co., U.S.A.

VARNISH

Wherever you go these big advertisements are there, making this trade mark and name so familiar that one cannot think of Paints and Varnishes without unconsciously connecting "*Sherwin-Williams*" "Best quality—All uses."

These bulletins and signs are effective advertising, but they are only a part of the extensive program of Sherwin-Williams publicity. It includes newspapers, farm journals, home magazines, bill-posting, lantern slides for moving picture theatres, attractive trims for Agents' windows, interesting portfolios and booklets for free distribution, also a monthly publication for architects, painters, and decorators. Each spring our mailing circular with color plates is sent to nearly every property owner in Canada who is a possible customer for S-W Agents.

All this advertising has a powerful influence on the sale of S-W products, but it is the exceptional quality and value of the goods themselves that makes the publicity so effective. This great selling force, combined with the close co-operation between S-W Agents and the Company, affects one way or the other, the trade of nearly every paint dealer in the country.



Find out more about the Sherwin-Williams proposition, then you will know how it affects the success of your business. Ask for our book, "How to Make Money in the Paint and Varnish business," it is sent without cost or obligation.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, CALGARY, WINNIPEG,
VANCOUVER, LONDON, ENG.

Showing Electric Recorder and Cash Till

Disputes lessen your prestige with your customers whether you're right or wrong

Every time you have a difference of opinion arise in settling accounts, you are leaving yourself open for criticism whether just or unjust and are losing a certain amount of your weight with your trade. All this can be totally eliminated by using

The McCaskey

ONE WRITING

Account System

It absolutely prevents any possible error in any of your accounts no matter how many you have. Your customers know as well as you do every time a transaction is made just how their account is standing. One writing does it—no delay in looking up books, no loss of your time or your customers'.

Send for literature to-day on the McCaskey System. It costs nothing and places you under no obligation whatever.

WRITE NOW.

Manufacturers of "Surety" Carbon Back Counter Check Books.

THE

Dominion Register Co.

LIMITED

TORONTO ONTARIO

Trafford Park, Manchester, Eng.
Melbourne, Australia

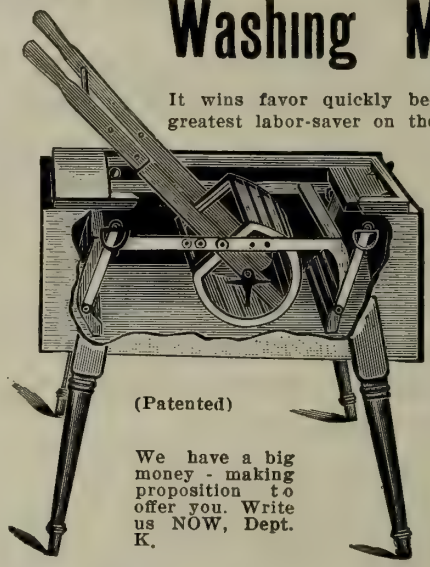
The Largest Manufacturers of Carbon Coated Salesbooks in the World.

A Large Washer Trade

Will be the Result of Selling the

Knoll Double-Action Washing Machine

It wins favor quickly because it is the greatest labor-saver on the market.



(Patented)

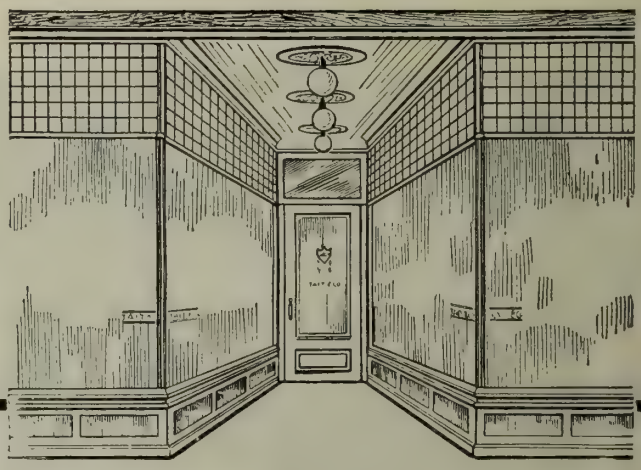
We have a big money - making proposition to offer you. Write us NOW, Dept. K.

Does the work faster and better than any other make, and in one operation.

Positively no wear and tear on the finest fabrics. Easily operated. Over 100,000 in use.

The Schultz Bros. Co., Limited

Brantford, Ont.



More Customers Will Enter Your Store

if your window is inviting.
Now we can't give you the display inside the window, but we can give you the store front display outside.
In our EASY-SET Store Front System, we believe we have perfected the most inviting and attractive kind of store front being manufactured to-day.
We build these EASY-SET Store Fronts in brass, burnished copper and combinations of brass and copper, with leaded and plate-glass.
The price of the front is low and will return interest upon the investment immediately.
Write for full particulars now. We'll send and give you an estimate without any obligation whatever upon your part.

Address:

Consolidated Plate Glass Company of Canada

LIMITED

Phone Coll. 8000.
Private Branch Exchange connecting all departments.

241 Spadina Ave.,
TORONTO.

High Explosives

"Dominite" Blasters' Friend

"Dominite" and Blasters' Friend are two brands of fumeless and non-freezing high explosives that are rapidly replacing nitro-glycerin dynamite as blasting agents for work requiring high explosives.

Dominite and Blasters' Friend can be stored, handled and used with greater safety than other explosives. They effect a great saving over other blasting agents, not only in purchase price, but because they can be stored in any dry ventilated building indefinitely without deterioration.

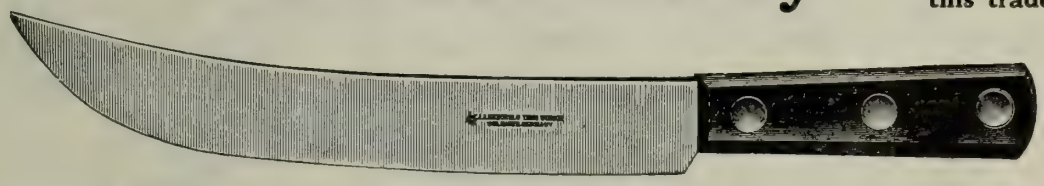
Ideal High Explosives for stumping and breaking up land; excavating of every kind, draining swamps, felling trees, planting fruit trees, ditching, log-splitting, etc.

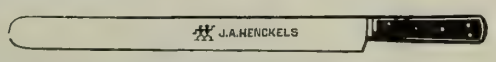
Ask for Catalog, "Explosives and Accessories."

Dominion Explosives Limited, Ottawa, Ont.

J. A. HENCKELS
Twinworks Cutlery

None genuine without this trade mark





Sole Agents for Canada, F. W. LAMPLOUGH & CO. **Unity Building, MONTREAL**

D. PERES Barrel Brand CUTLERY
Razors, Pocket Knives and Scissors

This is a brand of cutlery with which every dealer should be acquainted. It is of the highest prevalent quality and it is artistically designed and splendidly finished. Customers who buy this cutlery are never disappointed, and the dealer who sells it draws more trade and reaps extra good profits.

We guarantee our goods to give absolute satisfaction and will refund the money if not as we claim.

Canadian Agents:

GREEFF-BREDT & CO., TORONTO

Western Office: Feilman & Jardine, 222 Portage Ave., Winnipeg

STOREY UPON STOREY

Story upon Story

¶ Cass Gilbert, architect of the cloud-high Woolworth building, didn't stop the contractors when they had the first floor steel up, because the building didn't look finished.

¶ He was content to wait while, storey after storey, higher and higher, the structure reared its bones above the common level.

¶ He was satisfied to wait while the details of his plans were worked out—piece by piece, storey by storey, week after week, month after month, until the finished giant stood out one day in all its glory—catching the first rays and the last of an approving sun.

¶ He had a vision of the giant structure when the plans were drafted. He knew that success was ahead. The owners of the building had confidence in him and backed him up. The contractors followed specifications to the letter, and a big success and an everlasting monument to man's genius, nerve and pertinacity was the result.

¶ There would be more and greater business successes if there were more Cass Gilberts as advertising managers and more Woolworths to back them up. Advertising successes are built up just as the Woolworth building was—storey after storey, according to a preconceived and well defined plan.

¶ There are too many one storeyadvertisers. They can't catch the vision of a big success, or if they can, they get dizzy-headed when they contemplate the height. They lack the nerve to back the advertising architect, and they doubt the greatest of all contractors—printer's ink.

¶ It will take months, and sometimes years to build up a big business through advertising.

¶ But once that building goes skyward, neither the adverse winds of competition, nor the earthquakes of changing conditions and hard times will ever shake it! There is only one condition—the foundation must be as solid as the rock upon which the Woolworth Building stands, and that foundation must be Honest Goods and Honest Prices and Honest Service. If you can build on these, there is no limit to the possibilities of your business. Otherwise your structure will totter and crumble over your head—as it should.

¶ Don't get the idea that your firm is too small to advertise. If you feel that you cannot afford a large advertising appropriation, begin in a small way, and enlarge as your business enlarges.

¶ But be very careful to place your advertising only in such publications as cover thoroughly the field you wish to reach and have a solid substantial standing in that field.

¶ Get the vision of a bigger business! Start to-day to make it a success through advertising, column upon column, story upon story, week after week. Keep at it. That's the idea! Keep everlastingly at it till results come in a satisfying measure.

¶ And then keep on keeping on!

J. H. Connor & Son,
Limited
Ottawa, Canada

"A Silent Salesman"

You, perhaps, think this is a strange heading. Yet numbers of dealers, dubious at first have been convinced that this statement even falls short of fully describing the

Connor
Ball-Bearing
Washer

It is so modern—embodying many practical, exclusive features, that your customers are "won over" even before your clerk begins to explain its many labor-saving improvements. Get your FULL share of the Fall trade by carrying the Connor Ball Bearing Washer. It will satisfy your customers.

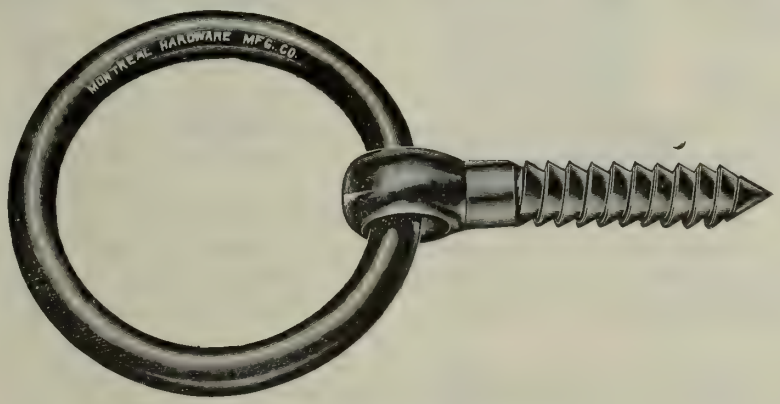
Write for our descriptive catalog of the full Connor line of Washers, Wringers and accessories.

ORDER M. H. BRAND AND GET THE BEST

You can guarantee these goods to your customers

Prices Right

Shipments Prompt



All goods well finished and made to give satisfaction

Hitching Rings

WRITE FOR OUR CATALOG

MONTREAL HARDWARE MFG. CO., LIMITED
MONTREAL

Books for the Metal Workers

Any of the following books sent prepaid on receipt of price

WRITE FOR CATALOGUE

THE NEW METAL WORKER PATTERN BOOK.

A treatise on pattern cutting as applied to all branches of sheet metal work. By George W. Kittredge. 430 pages; 744 illustrations; size 10 x 13 inches. Cloth bound. Price $5.00.

ART OF COPPERSMITHING.

A practical treatise on working sheet copper into all forms. By John Fuller, Sr. 327 pages; 474 engravings; size 10 x 6½ inches. Cloth bound. Price $3.00.

SHEET METAL WORK.

By William Neubecker, Instructor, Sheet Metal Department of N. Y. Trade School. 288 pp., 370 illus. Half Morocco binding. A complete manual of practical self-instruction in the art of pattern drafting for light and heavy-gauge metal, skylight work and roofing, cornice work, etc. Price, $3.00.

A PRACTICAL WORKSHOP COMPANION.

For tin, sheet iron and copper plate workers. By LeRoy J. Blinn. 296 pages; 170 figures. Size 5 x 7½ inches. Price $2.50.

ESTIMATING.

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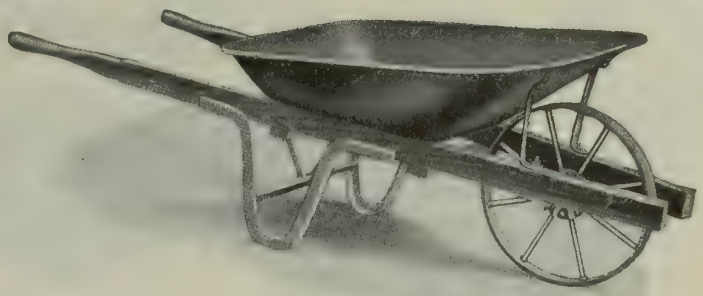

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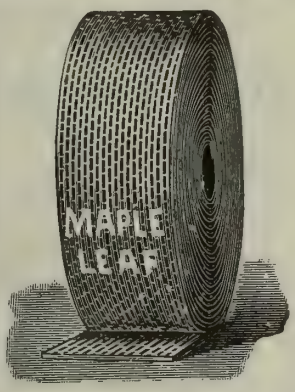

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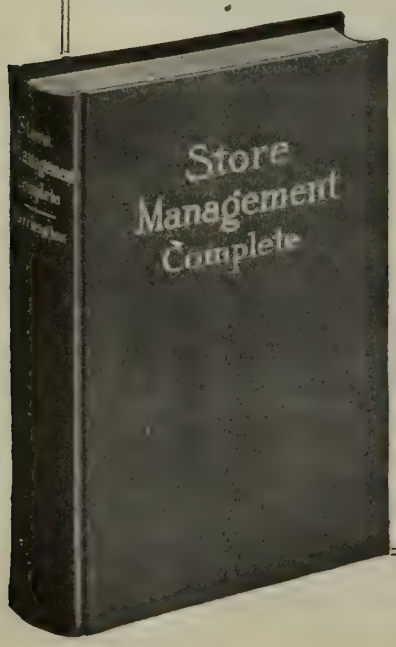

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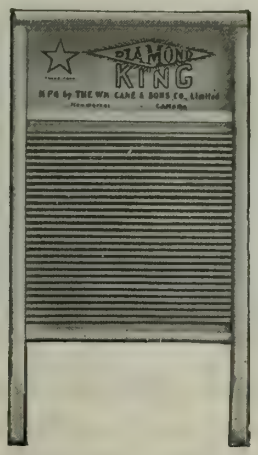

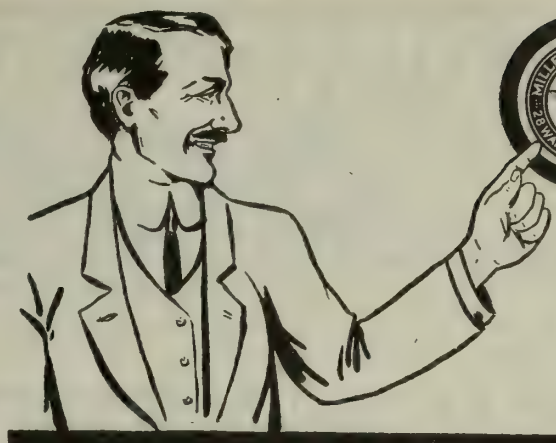

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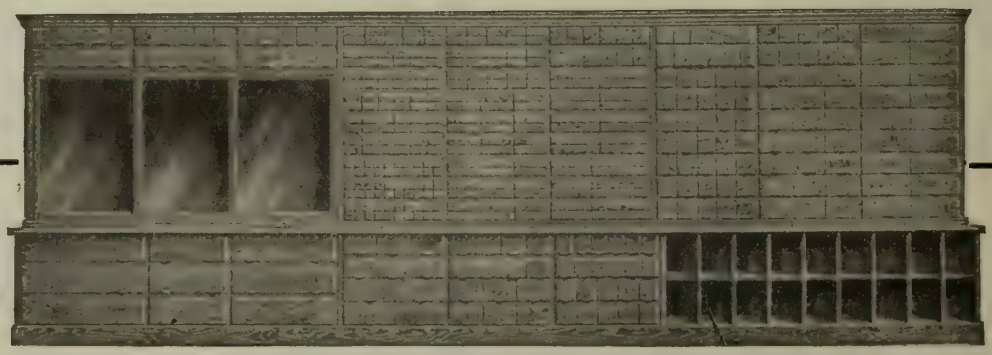

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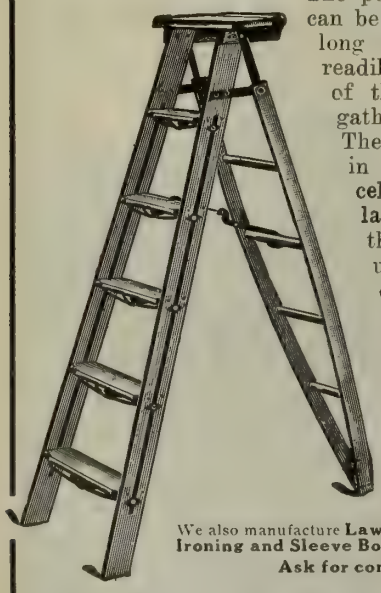

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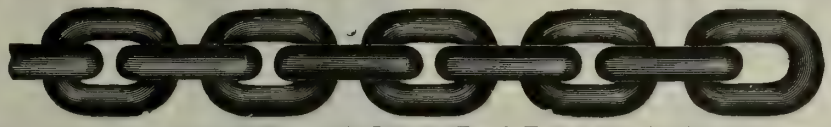

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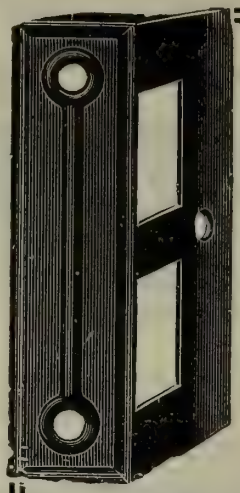

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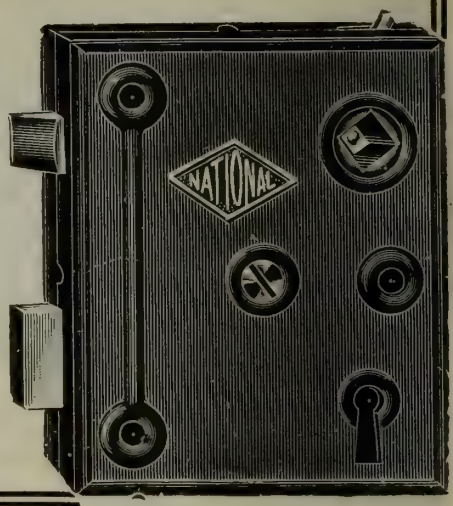

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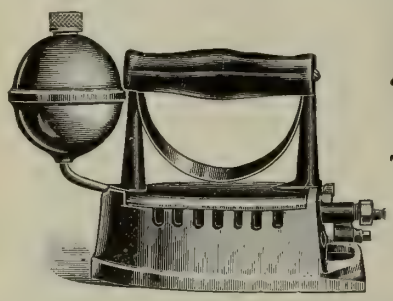

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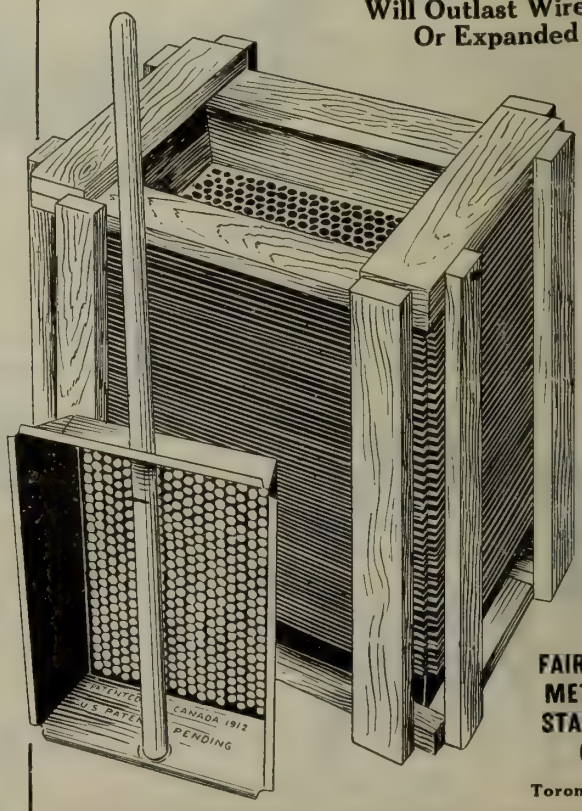

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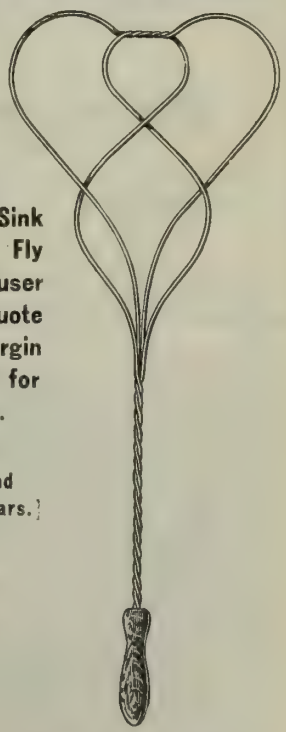

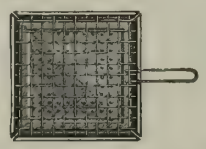

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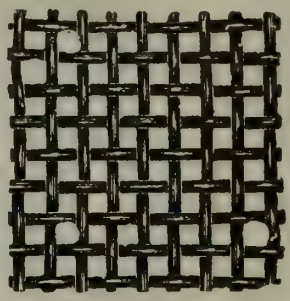

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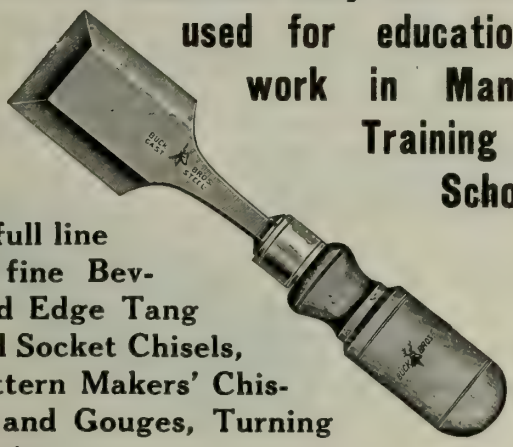

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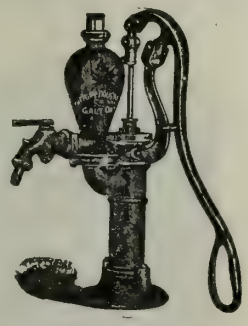

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The Improved and Patented Features of

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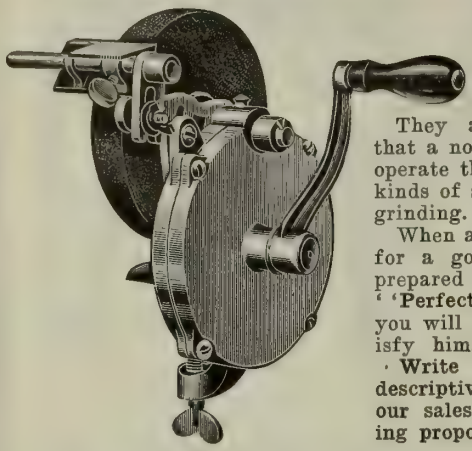


They are so simple that a novice can easily operate them and do all kinds of sharpening and grinding.

When a customer calls for a good grinder be prepared to sell him the "Perfection" — then you will be sure to satisfy him.

Write us to-day for descriptive circular and our sales doubling selling proposition.

We make fifteen different sizes and styles for all purposes.

Special features for carpenters.

El Starr Manufacturing Co.

Milwaukee, Wis., U.S.A.

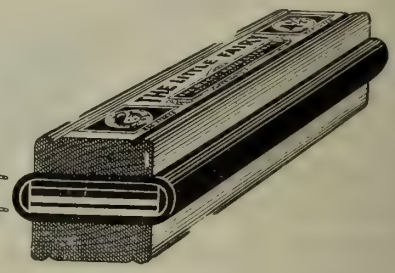
Canadian Representative:
T. Mortimer, Empire Bldg., Toronto, Can.

THE KNIFE CLEANER

with the largest demand and sale of any Cleaner ever invented.

Special offer to Canadian buyers:

I will ship, free, Toronto, 2 gross of the Little Fairy Knife-cleaners, **Patented, for 8 dollars per gross,** cash on delivery.



A combination of felt and cork; it will clean, remove stains, sharpen, and will polish knives quicker and with a more brilliant, velvety polish than any machine, board or cleaner.

Samples with pleasure, or 2 dozen mailed on receipt of 1 dollar.

I am the largest manufacturer of Knife Cleaners in England, including The Wizard, The Sun and The Caly.

WILLIAM MACKAY

104 RENFREW STREET, GLASGOW

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout Six-Inch Stroke

This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR BIG FREE CATALOGUE

The Aylmer Pump & Scale Co., Limited

AYLMER, ONTARIO

A Good Year-round Seller!!

is within your reach. Seize this opportunity to stock

The "Tweed" Sanitary Chemical Closet

It will bring you surprising results

Bottom and top stamped out of 20 gauge Galvanized Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points, or an expert salesman and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

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TWEED - : ONTARIO

Stocked in West by
The J. H. Ashdown Co., Limited, Winnipeg, Saskatoon and Calgary
Gordon & Son, Eburne, B.C.

RUBY LINES YOU SHOULD STOCK

We are prepared to prove they give satisfaction and draw trade

Ruby Flux Soldering Fluid for all Metals

Red Letter Soldering Fluid for Tin only

Dust Oil Sweeping Compound (Barrels or Cases.)
Ruby Furniture Preservative.
Ruby Hardwood Finish Cleanser.
Ruby Auto Body Polish.
Ruby Silver Polish Powder.
Ruby Floor Oil.
Ruby Spray Oil.
Ruby Disinfectants.
Ruby Liquid Soaps.
Ruby Metal Polish.

Ruby Vermin Exterminator.
Liquid Soap Dispensers.
Floor Oilers.
Spraying Pumps.
Janitors' Supplies.
Sole Canadian Agents for J. Adams, Sheffield, Eng., Manufacturers of—
Furniture Polish.
Floor Polish.
Plate Powder.

Write for Samples.

THE CANADIAN RUBY CHEMICAL COMPANY, Limited

Office and Factory 744 Wall Street, Winnipeg

If You Want to Handle

WIRE NAILS

OF SUPERIOR QUALITY CONSULT US AT ONCE

We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
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HARRY F. MOULDEN, Winnipeg, Man.
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JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

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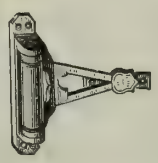
CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

DOUBLE ACTION

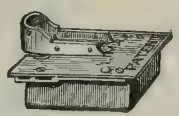
5753 IRON
3 in..... 4/3
4 " 6/-
5 " 8/6

5754 BRASS
3 in..... 6/9
4 " 10/-
5 " 14/-
per pair.

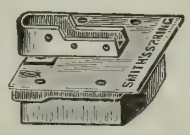


5355 IRON
4 in..... 23/6
5 " 32/-
6 " 40/-

5356 BRASS
4 in..... 40/-
5 " 53/-
6 " 65/-
per dozen.



2401
With 2 in. Shoe,
18/- each.



2860
With 2 in Shoe,
26/- each

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

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SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

GRANTED 1682.

By seeing that this exact mark is on each blade.

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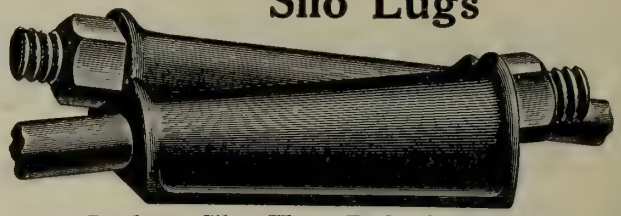
James Hutton & Company

MONTREAL

Silo Lugs

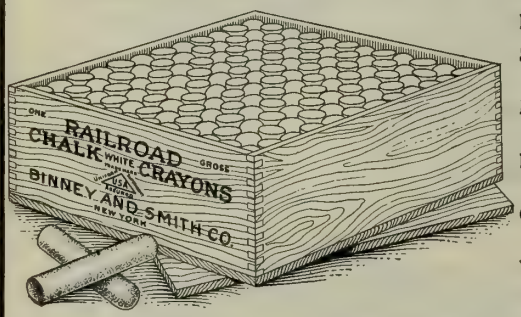


Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

Otterville Mfg. Co'y., Limited

OTTERVILLE, ONTARIO

CRAYONS FOR EVERY USE



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It will save you extra work and extra worry.
Tallman's reputation is in the goods.

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AUTOMATIC FEEDER FOUNTAINS

Patents Pending.

35c will bring you a Sample

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It's a Practical Poultry Necessity. Get ONE—Try it — Then you'll Buy.

Manufactured by

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SALEM, NEW YORK

CEMENT SIDEWALK TOOLS

OF EVERY DESCRIPTION

We manufacture and carry in stock the largest and most satisfactory line in Canada of Cement Sidewalk Tools. Every sale brings the dealer a good profit.

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Mousehole Forge

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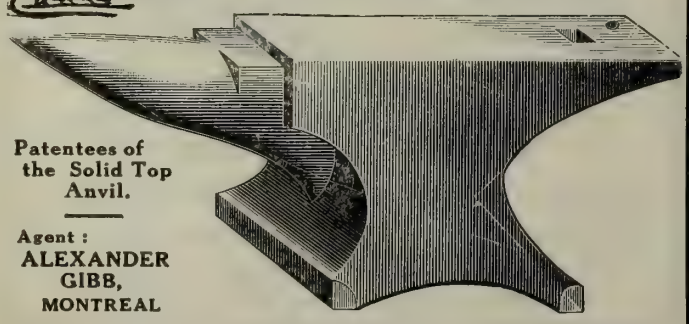

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Pelton's will show you

some excellent lines in Table Cutlery, Butcher's Knives, etc., that are made by G. Perkington, at 113 Broad Lane, Sheffield, Eng.

They are made from Sheffield steel yet the prices are quite reasonable.

For prices and samples write

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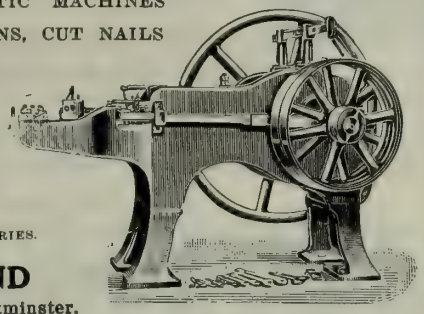
MODERN WIRE MACHINERY

COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING. Complete Plants for making ELECTRIC WELDED CHAIN. Up-to-date AUTOMATIC MACHINES for making: BOLTS, COTTER PINS, CUT NAILS and TACKS, FURNITURE SPRINGS, HINGES, NAILS, RIVETS, SCREWS, STAPLES, WIRE NAILS, QUADRANGULAR MESH WIRE NETTING WIRE STRAIGHTENING and CUTTING MACHINES, ETC.



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The Bear Brand is the only Germantown Lampblack

We are the Largest Producers and Shippers in the United States.

This Black is used by all consumers who are able to discriminate between a real lamp black and a substitute.

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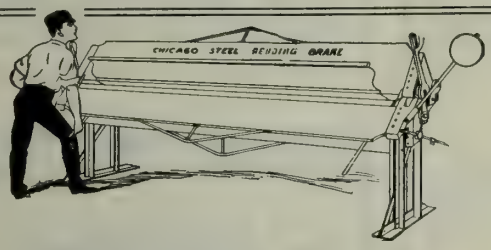

CHICAGO STEEL BENDING BRAKES
(Made in 200 sizes)

This Brake is the result of years of experience and a thorough knowledge of the requirements of Sheet Metal Workers.

Any information concerning the work turned out by these machines, their adaptability, etc., will gladly be given on request. **Work quickly and easily.**

THE STEEL BENDING BRAKE WORKS, LTD.
CHATHAM, ONT.

SILO RODS

COUPLINGS, DOWEL PINS, CONSTRUCTION BOLTS, and DRIFT SPIKES

Prompt Shipments

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Natural Gas Goods

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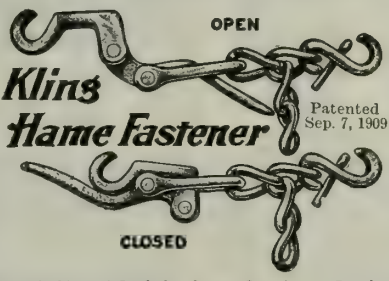
Every Horse Owner Buys at sight



The Kling Hame Fastener holds the hames tight and uniform at all times. A child or woman can hitch up as easily as a strong man. Only takes a second to put on or take off, yet the horse can never open it or break it. Retails at 25 cents and lasts longer than the harness. Costs the dealer $2.25 per doz. Any jobber. Write for circular.

Look for "Kling" on the lever.

The National Safety Snap Co., inc., Dept. 33, Wilmington, O., U.S.A.
Sole manufacturers of the Klingsnap and Kling Hame Fastener
D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.,
Canadian Distributing Agents.

Jonathan Crookes & Son

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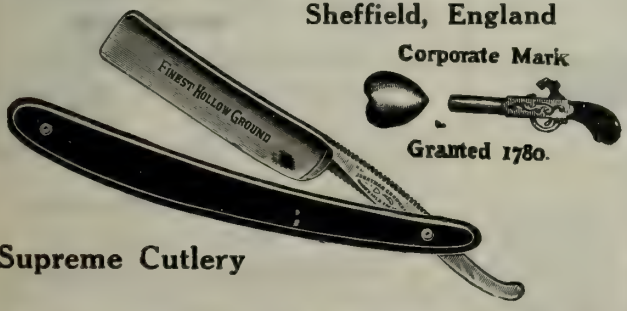
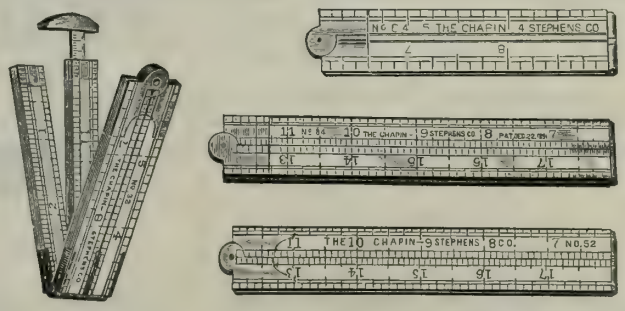


Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES



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THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A

SMITH HARDWARE CO., LTD., Agents, MONTREAL, CANADA

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder.

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

COAT HOOKS.

Ask your dealer for
GOLD COIN WIRE HAT and COAT HOOKS
Made only by
JAMES & REID, Perth, Ont.

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The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

BABBITT METAL.

SPOONER'S No HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

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STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

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PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
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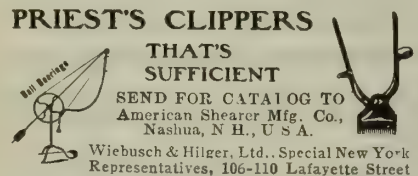
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street



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White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto

TENTS.

TENTS

We have a number of second-hand tents in stock which you could handle at a nice profit.
List sent on application.
Raymond Bros.
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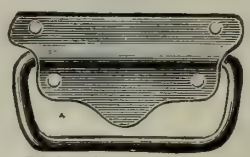
HOOKS.

HOOKS Every style and size.
We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.
ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

J. H. BUTLER, Limited.



Wolverhampton, Eng.

Manufacturers of Chest Handles, Spout Brackets, Steel Rakes, Kettle Ears, Rivets, and all kinds of fittings for Iron and Tin-plate workers' use. Wedges, Clips and Wire Strainers for Illustrated list on Fencing. application. all kinds of Wire

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For prices write to
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THE BEST MADE

Star Brand Cotton Rope
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All Wholesale Dealers Sell Them

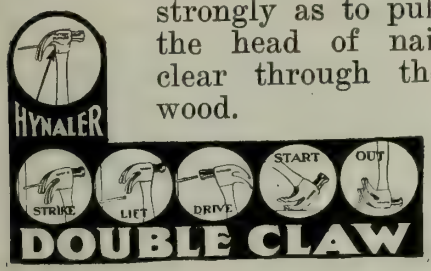
Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

A want ad. in this paper will bring replies from all parts of Canada.

When writing advertisers kindly mention having seen the advertisement in this paper

Order the "HYNAILER"

Best single claw hammer ever made. Holds the nail for high, low or far across driving. Grips plain part of nail so strongly as to pull the head of nail clear through the wood.



ORDER THE "DOUBLE CLAW" Best Hammer ever made. Holds the nail for starting to drive where you cannot reach with two hands. Pulls the nail out straight without a block. All jobbers.

Manufactured by

DOUBLE CLAW HAMMER CO.

453 BROADWAY BROOKLYN, N.Y.

Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

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The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

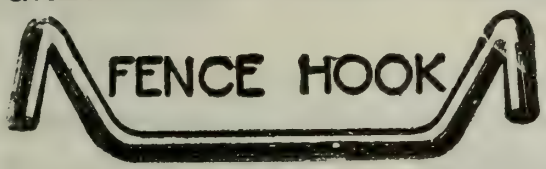
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

FORD

An Auger Bit You Can Depend on. Fully Warranted

FORD AUGER BIT CO. HOLYOKE, MASS.

LONDON HIGH GRADE BARIRON

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.

The consignments you receive from time to time are the same through and through.

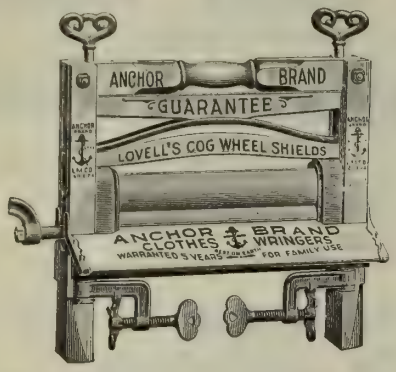
Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited

LONDON - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto

Manitoba, Bissett & Boultbee, Limited



No More Rusty Screws

We now electro galvanize our pressure screws, clamp screws, and steel ball bearings. This positively prevents rust from forming on

"ANCHOR BRAND" WRINGERS

Remember that this electro galvanizing is done after the screw threads are cut. Remember that it is a thick, tight, tough coating that adds to appearance. Let us tell you all about "Anchor Brand" Wringers. Write for catalogue No. 7.

Lovell Mfg. Co.

Erie, Pennsylvania

Wood Mantels, Coal, Gas or Electric Grates
Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS, GAS LOGS, Etc., in fact Everything for the Fire-Place

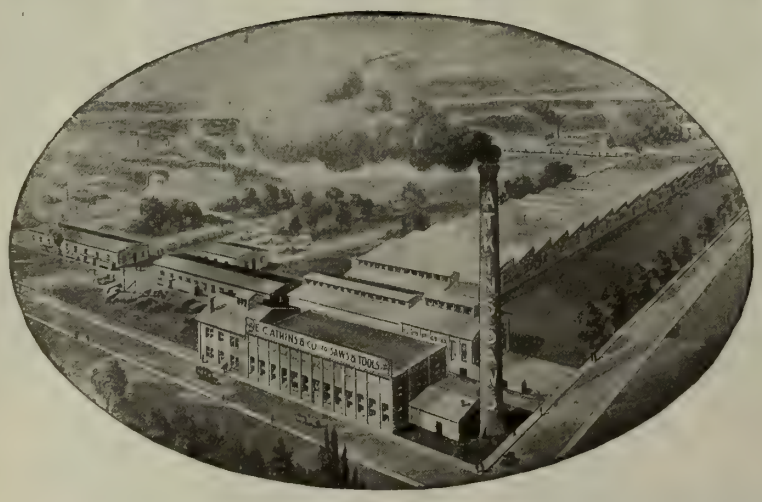
Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue - - - WINDSOR, ONT.

ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont. Branch: Vancouver, B.C.

The Daisy Ash Sifter

Assures Quick Sales

No dust when sifting, very easy to handle, and made from the very best material

The cheapest ash sifter on the market. **Sold by all leading jobbers. Price $7.80 a dozen.**

Manufactured by
SOREN BROS.
Toronto, Canada

Right-Up-To-The-Minute

No. 25 Kerosene Fire Pot. Price each $5.85 net.

C. & L. Fire Pots and Torches have for years represented the advanced practical ideas in the production of intense heat from gasoline gas. C. & L. kerosene tools embody the same high grade construction and produce intensely hot blue flames and are fuel savers. Improved bronze burners have special generator chambers, which are easily cleaned by the removal of a tube and wire gauze strainer. Tanks are reinforced and air pressure is produced by patented automatic brass pumps.

All leading jobbers will supply at factory price or we will ship direct if cash accompanies the order. We will be pleased to send our Booklet. Send for it to-day.

CLAYTON & LAMBERT MFG. CO.,
Detroit Mich., U.S.A.

A Few Dollars More a Week

makes a big difference in your yearly income.

Have you ever thought how you might add to your weekly salary without interfering with your regular work?

Will you let us solve this problem for you?

So far this year, we have shown seventy-five enterprising and ambitious clerks how to make $5.00 a week more during their spare hours. They will each make this additional salary every week this year, and longer should they wish.

If you would like us to show you, write to-day.

This is genuine.

THE MACLEAN PUB. CO.
143-9 University Ave., Toronto

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

The Condensed Ads. in this Paper will bring good results

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for East Pier, Eastern Entrance, Toronto Harbour, Ont.," will be received at this office until 4.00 P.M., on Tuesday, September 2, 1913, for the reconstruction of part of superstructure of East Pier of Eastern Entrance to Toronto Harbour, in the County of York and Province of Ontario.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and at the offices of J. G. Sing, Esq., District Engineer, Confederation Life Building, Toronto, Ont., and H. J. Lamb, Esq., District Engineer, Windsor, Ont.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

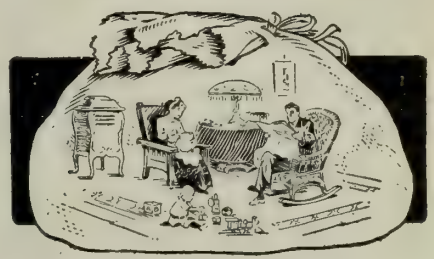
Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering declines to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,
R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, August 1, 1913.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—43525.



Perfect Comfort and $35.00 MORE IN THE BANK

Enjoy your evenings—do not worry about the draughts on your stove or furnace. Save ⅓ of your coal. Have an even temperature night and day by using an

Arnold Damper
Automatic

Put one on your cook stove as a trial.

Guaranteed to Save 25% of your fuel bill or money refunded. Easily adjusted—Sizes to fit any pipe. The greatest time and money saver ever invented. Thousands in use. Interesting, descriptive **illustrated booklet FREE.**

Sold exclusively through dealers by
W. H. THORNE & CO., LTD., St. John, In Maritime Provinces.
MARSHALL-WELLS CO., LTD., Winnipeg. In Western Canada.
LEWIS BROS., LTD., Montreal. In Quebec and Eastern Ontario.
WOOD-VALLANCE & CO., Hamilton In Western Ontario.

When writing advertisers, kindly mention having seen the ad. in this paper.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

Made by
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

PEASE "ECONOMY" BOILERS

Write to-day for Catalogue and Prices
Pease Foundry Company
LIMITED
Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton Montreal.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word

BUSINESS CHANCES

FOR SALE—A FIRSTS-CLASS HARDWARE business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

HARDWARE BUSINESS IN LIVE WESTern Ontario city; stock about eight thousand. Owner going west. Box 821, Hardware and Metal. (32)

HARDWARE STOCK, STOVES AND TINware; a great opportunity; thirty thousand turnover; no dead stock; about ten thousand stock. Must be sold at once. 100 per cent. on dollar. J. E. YOUNG & CO., London, Ont. (31tf)

FOR SALE—ONE OF THE BEST HARDware businesses in Western Ontario. Fine premises and a clean wholesome up-to-date stock. Turnover $25,000 with stock of $7,000. Fine location and has been established 35 years. Owner in ill health and has to leave. Can be bought right for immediate sale. Possession at once. Box 826, Hardware and Metal, Toronto. (32)

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FOR SALE

FOR SALE — 2 SECOND-HAND 8-FOOT brakes taken in trade on larger brakes. The Steel Bending Brake Works, Ltd., Chatham. (32)

A LARGE WHOLESALE, RETAIL AND mail order business situated in Western Ontario. Well established for years and doing an increasing and profitable business all over Canada. Many lines being exclusive with unlimited opportunities for expansion. If you are a progressive business man and cannot expand where you are, this is one of the best opportunities in Canada to-day. Address Post Office Box 223, London, Ont. (33)

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SALESMAN ON COMMISSION FOR A VERY high-class line of shears and scissors, to call on both retail and wholesale hardware trade from Winnipeg east to the coast. One who speaks both English and French. Give full particulars, age, territory covered and how often, commission expected, lines handled at present, and references. Only first-class man need apply. Address Shears, care of Hardware & Metal, Toronto. (30)

AGENTS WANTED

A WELL-KNOWN FIRM OF BUILDERS and General Iron Founders (Baths, Soil Pipes, Grates, Stoves, Cast Hollow-ware, etc.) with works in Scotland, may shortly appoint AGENTS in the principal trade centres of CANADA. Applications will be entertained only from those thoroughly conversant with this branch of the Ironfoundry trade. Apply at once, stating Age, Experience and Terms to Box 827. HARDWARE AND METAL, 701-702, Eastern Townships Bank Building, MONTREAL (32)

WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

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SITUATIONS WANTED

AN ALL-AROUND HARDWARE CLERK who has had several years' experience as manager in retail store desires position in Western hardware store. Best of references. Box 825, Hardware & Metal, Toronto. (35)

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ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

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THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

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SALESMANSHIP, DEPORTMENT AND SYStem, by William A. Corbien. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, $1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

When writing advertisers, kindly mention having seen the ad. in this paper.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

The

CONDENSED AD.

PAGE

WILL INTEREST YOU

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches
All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
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Hardware and Metal
MONTREAL TORONTO WINNIPEG

DO you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and an order blank.

HARDWARE & METAL

Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG

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Galvanized Canadas

Deforest Canadas are DIFFERENT. We believe them BETTER. If YOU are open to Conviction write us for sample, stating gauge. It will be cheerfully furnished.

THE DEFOREST SHEET & TINPLATE CO.
Niles, Ohio.

THE DEFOREST SHEET & TINPLATE CO. NILES, OHIO.

Quick Deliveries
Superior Quality

6,000 tons of standard sizes carried in Mill Warehouse.

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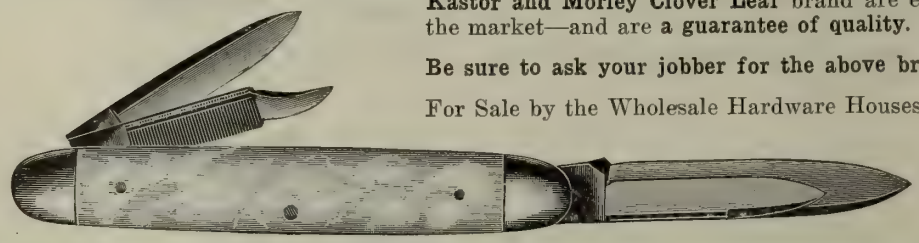
WITTING BROS., LIMITED
Montreal, - P. Q.

The Highest Grade English and German Cutlery

A. Williams "Ebro" and "Pen Nib" guaranteed brands.



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Kastor and Morley Clover Leaf brand are equal to the best German Cutlery on the market—and are **a guarantee of quality.**

Be sure to ask your jobber for the above brands—make sure you get no others.

For Sale by the Wholesale Hardware Houses.

N. Kastor and W. H. Morley & Co., "Clover Leaf" brand

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This Stanley No. 915 is a bona-fide Safety Hasp

It keeps sneak thieves on the right side of the door. It baffles the skill of intending intruders, who find no means for getting at the screws and balk at its great strength and resistance to a prying leverage

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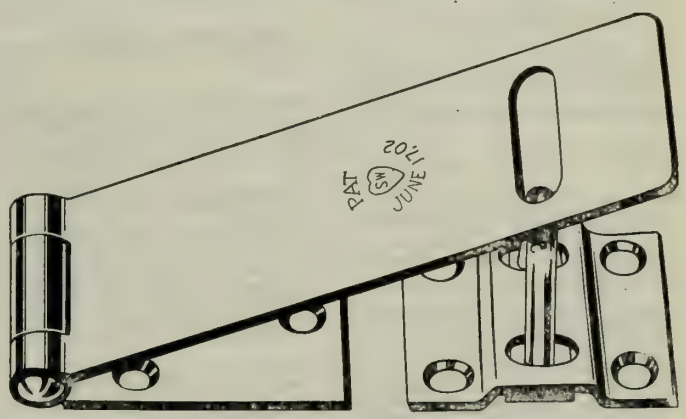

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A. McFarlane & Co., Montreal, Canadian Rep.

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Black Sheets.
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Peck Stow & Wilcox, Cleveland.
Stanley Rule & Level Co., New Britain.

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P. & F. Corbin, New Britain, C.

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Whitman & Barnes Mfg. Co., St. Catharines.

Dry Batteries.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Dry Colors.
G. F. Stephens & Co., Winnipeg.

Dustless Dusters.
Tarbox Bros., Toronto.

Eavestroughs.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Emery or Corundum Wheels.
The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor
Jas. Morrison Brass Mfg. Co., Toronto.

Electric Irons
Chicago Flexible Shaft Co., Chicago.

Emery Cloth.
Jno. Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

Emery Wheels.
Jno. Oakey & Sons, Ltd., London, Eng.

Enamels.
G. F. Stephens & Co., Winnipeg.

Enameled Ware.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.

Escutcheon Pins.
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Expansion Bolts.
Star Expansion Bolt Co., New York.

Fasteners, Storm Sash & Screen.
Cowan & Britton, Limited, Gananoque.

Fencing, Woven Wire.
The Steel Co. of Canada, Ltd., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition.
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.

Fire Escapes.
Dennis Wire & Iron Co., London.

Fire Door Fixtures.
Richard Wilcox Can. Co., London, Ont.

Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper.
Jno. Oakey & Sons, Ltd., London, Eng.

Food Choppers.
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.

Forgings.
Steel Co. of Canada, Ltd., Hamilton.

Furnaces, see Stoves.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.

Galvanized Iron.
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Galvanized Sheets.
Deforest Sheet & Tinplate Co., Niles, O.

Galvanized Ware
H. S. Howland Sons & Co., Toronto.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Garden Tools.
Simmons Hdw. Co., St. Louis, Mo.

Gas Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Glass.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F. Stephens & Co., Winnipeg.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental.
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired.
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds.
Pelton, Godfrey S.
Arthur Rudd & Co., St. Helen's.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.

Gouges.
Buck Bros., Millbury, Mass.

Grindstones.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London, Ont.

Guns.
Harrington & Richardson Arms Co., Worchester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.

Hammers.
Double Claw Hammer Co., New York.
Jas. Smart Mfg. Co., Brockville.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles.
Still, J. H., Mfg. Co., St. Thomas.
The Stanley Works, New Britain, Conn.

Hangers, Storm Sash and Screen.
Cowan & Britton, Limited. Gananoque.
Watrous Mfg. Co., Des Moines, I.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Harvest Tools.
H. S. Howland Sons & Co., Toronto.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hinges.
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Limited, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.
Still, J. H. Mfg. Co., St. Thomas.

Hooks.
P. & F. Corbin, New Britain, Conn.
Cowan & Britton, Limited, Gananoque.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg
Steel Co. of Canada, Ltd., Hamilton.

Hoop Iron.
The Steel Co. of Canada, Ltd., Hamilton.

Hoops, Steel and Wire.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails.
Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha & Rubber Mfg. Co., Toronto.

Household Cleaners.
Soclean, Limited, Toronto.

Ice Cream Freezers.
McClary's, London.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Simmons Hardware Co., St. Louis.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia,

Iron and Steel Bars.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Jack Screws.
Jas. Smart Mfg. Co., Brockville.

Knife Polish.
Jno. Oakey & Sons, Ltd., London, Eng.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Latches
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
Can. Buffalo Sled Co., Preston.
F E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Locks.
Hamilton Stove & Heater Co., Hamilton.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Manufacturers' Agents.
H. E. Johnson, Toronto.
McIntosh, H. F., & Co., Toronto.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.

Mats & Mattings—Flexible Steel, Wire and Wood.
Kuhns Anderton Co., Port Hope, Ont.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.

Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co.,Montreal

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Deforest Sheet & Tinplate Co., Niles, O
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

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Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

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Cowan & Britton, Limited, Gananoque.
Smith Hardware Co., Montreal.

Nails.
Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

Nails, Wire.
Cowan & Britton, Limited, Gananoque.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.

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The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. Co., Ltd., Hamilton.

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Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
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Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Brideburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin Johnson Co., Toronto.
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A. C. Leslie & Co., Montreal.

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Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

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Buck Bros., Millbury, Mass.

Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.

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Simonds Hardware Co., St. Louis.

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Brantford Oven & Rack Co., Brantford.

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F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

Radiators.
Hamilton Stove & Heater Co., Hamilton.

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Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
Simmons Hdw. Co., St. Louis, Mo.

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Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Refrigerators.
McClary's, London.

Registers, Cash, Credit.
Dominion Register Co., Toronto.

Registers.
Hamilton Stove & Heater Co., Hamilton.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney, N.S.

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Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing.
Canadian Supply & Con. Co., Toronto.
General Roofing Co., Winnipeg, Man.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
General Roofing Co., Winnipeg, Man.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.

Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

Saws.
Atkins, E. C., & Co., Hamilton.
Can. Quality Saw & Tool Works, Montreal.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales.
Aylmer Pump & Scale Co., Aylmer,

School Desks.
Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.

Screw Driver Bits.
Buck Bros., Millbury, Mass.

Screws, Nuts, Bolts.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Hamilton.

Scythe Stones.
The Carborundum Co., Niagara Falls New York.

Shears, Scissors.
E. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.
Peck-Hamre Mfg. Co., Berlin, Wis.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B Greening Wire Co. Ltd. Hamilton.

Snow Shovels
Can. Buffalo Sled Co., Preston.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Sleds
Can. Buffalo Sled Co., Preston.

Snips
Peck, Stow & Wilcox Co., Cleveland.

Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.
Standard Silver Co., Toronto.

Sporting Goods.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.

Sprayers.
Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stains, Shingle.
Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
International Varnish Co., Toronto.
G. F. Stephens & Co., Winnipeg.

Stains, Wood.
Berry Bros., Walkerville.
International Varnish Co., Toronto.
G. F. Stephens & Co., Winnipeg.

Staples.
Cowan & Britton, Limited, Gananoque.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Steel, High Speed.
Henderson & Richardson, Montreal.

Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.

Stencils.
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McClary's, London, Ont.
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E. T. Wright Co., Ltd., Hamilton.

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F E. Myers & Bro., Ashland, Ohio.

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Galt Stove & Furnace Co., Galt.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
Hamilton Stove & Heater Co., Hamilton
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

Stoves, Gas.
McClary Mfg. Co., London, Ont.

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Soclean Limited, Toronto.

Tacks.
Steel Co. of Canada, Ltd., Hamilton.

Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Technical Books.
MacLean Publishing Co., Toronto.

Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

Tools.
The Chapin Stephens Co., Pine Meadow, Conn.
The Goodell-Pratt Co. Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Millers Falls Co., New York.
Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.

Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.

Tool Grinders.
Richards-Wilcox Mfg. Co. London, Ont

Trucks.
Aylmer Pump & Scale Co., Aylmer,

Varnishes: See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnis Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co. Toronto
International Varnish Co., Toronto.
Pratt & Lambert. Bridgeburg.
G. F. Stephens & Co., Winnipeg.

Ventilators.
Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Vises.
Henderson & Richardson, Montreal.

Wall Plaster.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
London Foundry Co., London.

Wagons, Children's.
Can. Buffalo Sled Co., Preston.

Wagon Jacks.
Richard Wilcox Can. Co., London, Ont.

Washers.
Cowan & Britton, Limited, Gananoque.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.

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Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

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Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.
Simmons Hdw. Co., St. Louis, Mo.

Windmills.
Dominion Well Supply Co., Cargill

Windshields.
Kinsinger Bruce & Co., Niagara Falls.

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B. Greening Wire Co., Ltd., Hamilton

Wire Guards.
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton

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B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.
P. L. Robertson Co., Milton.

Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton
Kuhne-Anderton Co., Port Hope.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery.
Ed. Brand, London, Eng.

Wire Products.
Andrew Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Wire Stretchers.
Richard Wilcox Can. Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.

Wrenches.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.

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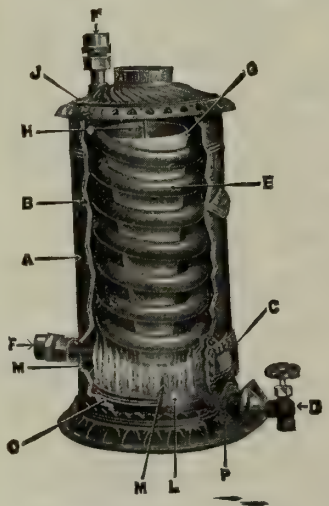

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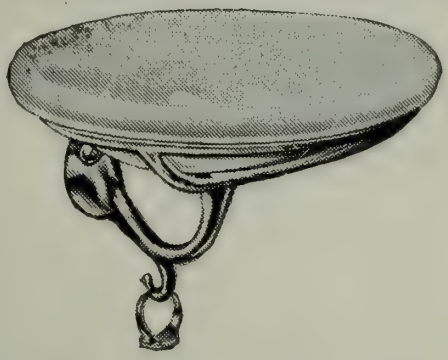

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FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

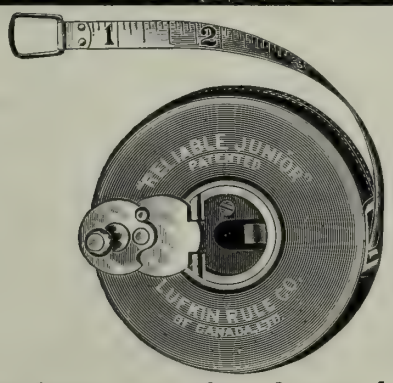
LUFKIN

Measuring Tapes and Rules

RECOGNIZED LEADERS OF THE FIELD

That's why practically every hardware house handles them.

THE DEMAND IS ALWAYS THE MEASURE OF AN ARTICLE'S POPULARITY.



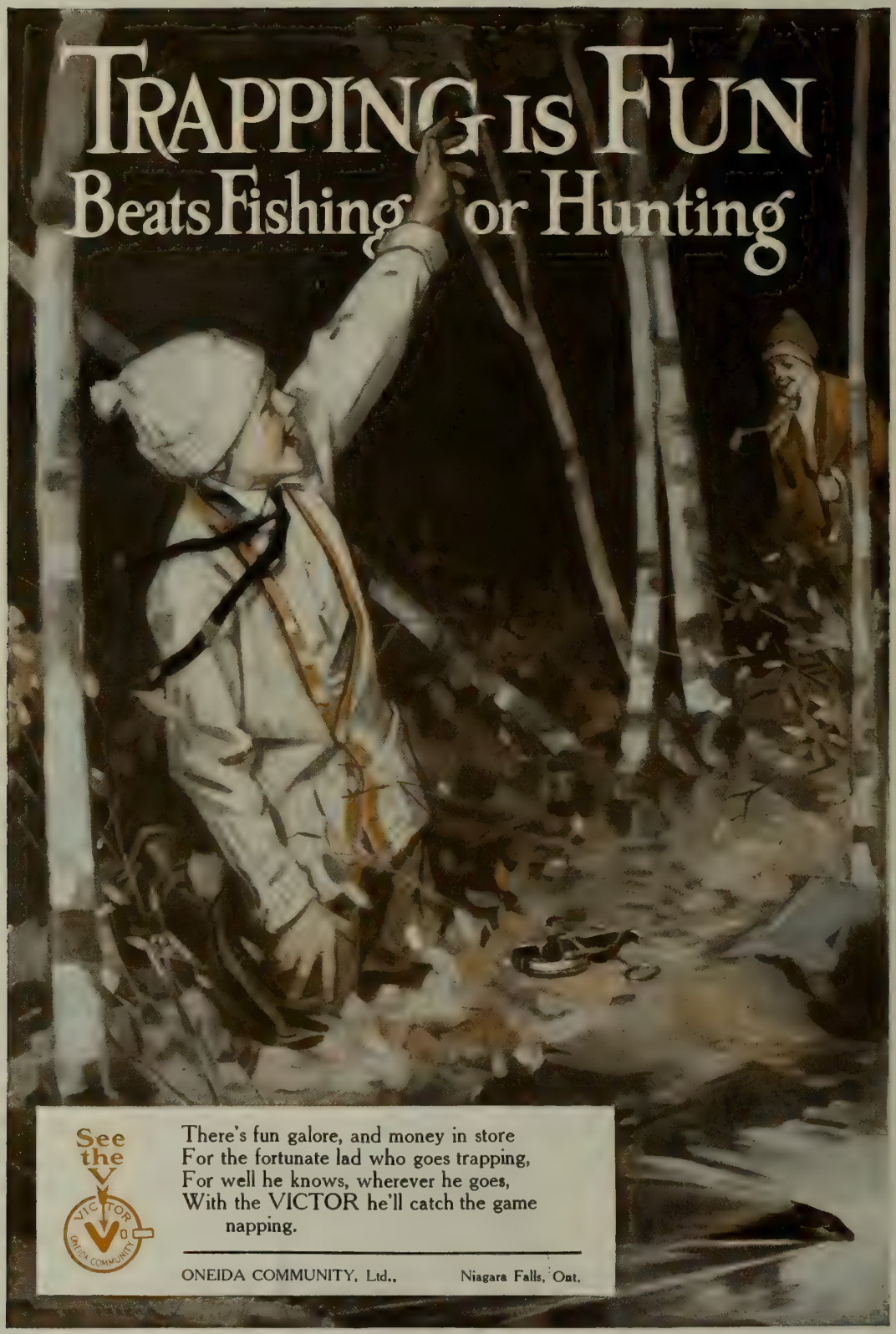
THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

LUFKIN

Measuring Tapes and Rules

HAVE BEEN ON THE MARKET FOR YEARS AND SELL READILY BECAUSE THEY ARE WELL MADE TO SERVE A PURPOSE AND SERVE THAT PURPOSE WELL.

NOT MADE MERELY TO SELL.


TRAPPING IS FUN
Beats Fishing or Hunting
See the V
VICTOR
ONEIDA COMMUNITY
There's fun galore, and money in store
For the fortunate lad who goes trapping,
For well he knows, wherever he goes,
With the VICTOR he'll catch the game
napping.
ONEIDA COMMUNITY, Ltd., Niagara Falls, Ont.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV. Publication Office: Toronto, Canada No. 33

August 16, 1913

ROGERS'

Portland Cement And Crushed Stone

Is Easy To Sell and Very Profitable

Being in touch with builders you have an excellent opportunity to sell them cement and crushed stone.

When handling our lines you do not have to tie up much money in stock. When you receive an order that is larger than your ordinary stock, write us and we will ship any quantity you desire **immediately.**

Rogers' Portland Cement has an established reputation for durability, strength, and uniformity of set.

Rogers' Crushed Stone is clean and free from dust, dirt and mould, and can be supplied in all sizes. Our plants at Vinemont, Ont., and Dundas, Ont., have a capacity of 4,000 tons a day.

By buying from you the builder will get quick service and save the price of haulage.

Why not get in touch with us now?

ALFRED ROGERS LIMITED, 28 WEST KING ST., TORONTO, ONT.

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

TRADE Gillette MARK
KNOWN THE WORLD OVER

Make the GILLETTE a Feature of Your Exhibit at the Fall Fair

Are you arranging for space at your Local Exhibition, and planning a display of your best lines?

Then don't overlook the fact that the Gillette Safety Razor is one of the most effective articles you carry, to use as a leader.

The various Gillette Sets, with their gold and silver plate and gunmetal finish, and their rich-looking leather and metal cases, work up readily into a display that is distinctive and very attractive. Then there is the big, handsome **Gillette Panel Sign** to use as a background—the striking yellow, blue and black **Gillette Depot Sign**—and all the **Gillette Window Cards and Cut-outs** which we have been sending you from time to time.

If you are short of any of these Display features, or would like extra ones to use in your Booth at the Fair, just let us know and we'll send them along at once.

But there is more in a Gillette Display than its attractiveness—**it is a big business getter.** You'll easily sell enough razors and blades right on the Fair Grounds to more than pay for your trouble. You'll get more men using the Gillette, and that means more pleased customers who will be coming back regularly for blades. But perhaps most important of all, you will, if you do the thing up in style, make yourself known throughout the whole countryside as the leading Gillette Dealer—**the headquarters for the "Razor of To-day."**

And that's a deed worth doing, as aggressive Gillette Dealers the world over know full well.

Don't wait till a week before Fair time —get busy NOW.

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

Gillette Safety Razor Co. of Canada, Limited

Office and Factory: The New Gillette Building, Montreal

Belleville Design

Made in

Wrought Brass Bronze and Steel

in complete sets

The Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, CAN.

ADS AND SALES

By HERBERT N. CASSON

A Study of Advertising and Selling from the Standpoint of the New Principles of Scientific Management

Something in it for Every Advertiser, Advertising Manager, Corporation, Salesman, Sales Manager, American Business Man.

CONTENTS

Chapter
I. Can the Principles of Efficiency be Applied to Sales?
II. Efficient Salesmanship
III. A Sales Campaign—How to Start It
IV. Face to Face Salesmanship
V. The Evolution of Advertising
VI. The Weak Side of Advertising
VII. The Principles of Efficiency Applied to Advertising
VIII. The Building of an Advertisement
IX. An Analysis of Current Advertising
X. The Future of Advertising
XI. Public Opinion
XII. The Professional Outsider

PRICE, $2.00 NET

Postage, 13 cents additional

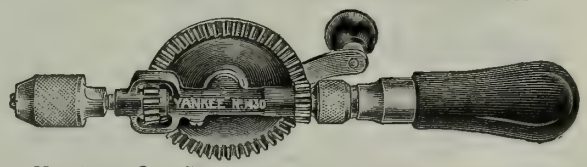
TECHNICAL BOOK DEPARTMENT

MacLean Publishing Co.,
143-149 University Avenue, Toronto

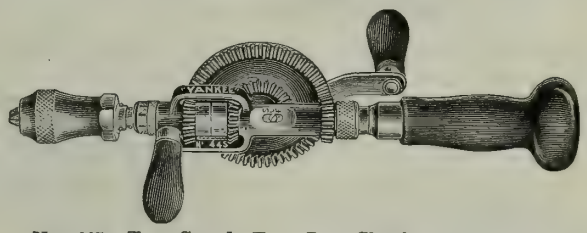
These New "YANKEES"

are built on the same lines as our 555 and others, but without the Double Ratchet, giving you a high-class "Yankee" Tool built for hard work and durability, at a lower price. All except the 1430 are equipped with two speeds, change-able instantly without removing Drill from the work. They are furnished with Breast Plate or Ball Handle and with two or three jaw chuck. Your "Yankee" line is incomplete without two or three of these styles.

"YANKEE" Plain Hand Drill

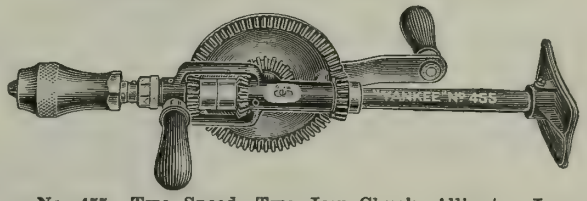


No. 1430. One Speed, Three Jaw Chuck, to hold round shank Drills up to 3-16 in. Large Gear 3⅛ in. diameter. Detachable wood handle, with magazine for Drill Points. Entire length 10½ in. Net weight 1¼ lbs.



No. 445. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, holds square shank Drills up to ½ in. Large Gear 4 in. in diameter. Detachable wood handle, with magazine for Drill Points. Entire length 15¾ in. Net weight 3½ lbs.

"YANKEE" Plain Breast Drill



No. 455. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, hold square shank drills up to ½ in. Large Gear 5 in. diameter. Entire length 17¼ in. Net weight 5½ lbs.

Your Jobber Will Supply You.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

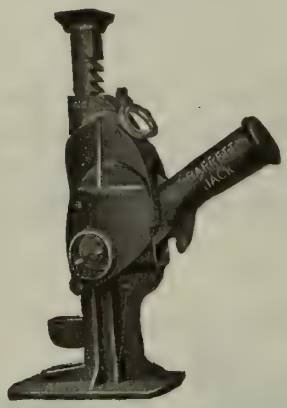
KEEP A FEW OF OUR

"Barrett" Jacks in Stock

THEY'RE STRONG, DEPENDABLE AND PROFITABLE

The Barrett Jack is the best designed, most carefully made, and the safest Jack known to the railroad or industrial world to-day.
The working parts are all accurately machine finished, and when worn out can be easily removed and replaced at slight expense.
The ribs of the base combine great strength with comparatively light weight. These Jacks are adapted to high or low set leads by using either the top of the rack or the projecting foot at the lower end.
The large rectangular shaped base gives great lifting strength, and permits the Jack to be used in close quarters, affording an advantage over round or bulky bases.
The fact that over 300,000 Barrett Jacks have been placed with American steam and street railways is substantial evidence of their worth.

TRACK OR TRIP JACKS



AUTOMATIC LOWERING JACKS

All Barrett Jacks are constructed of the following materials:—Frame or Base—Malleable iron.
Rack—Forged steel, machine cut teeth.
Pawls—Drop forged open hearth steel of high carbon.
Fulcrum Pin—High carbon rolled steel, machined.
Bearings—Hardened steel.
Handles—Selected ash or hickory.
Barrett Jacks are imitated in appearance, but not in quality.

WRITE FOR PARTICULARS AT ONCE.

The Canadian Fairbanks-Morse Co.
LIMITED

MONTREAL	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA

THE S.M.P. Lithographed Stove Board

Latest Rug Pattern Design

Wood or Paper Lined

Manufactured in all Standard Sizes

Lithographed in three colors

Colors of background, yellow or green

PRICES ON APPLICATION

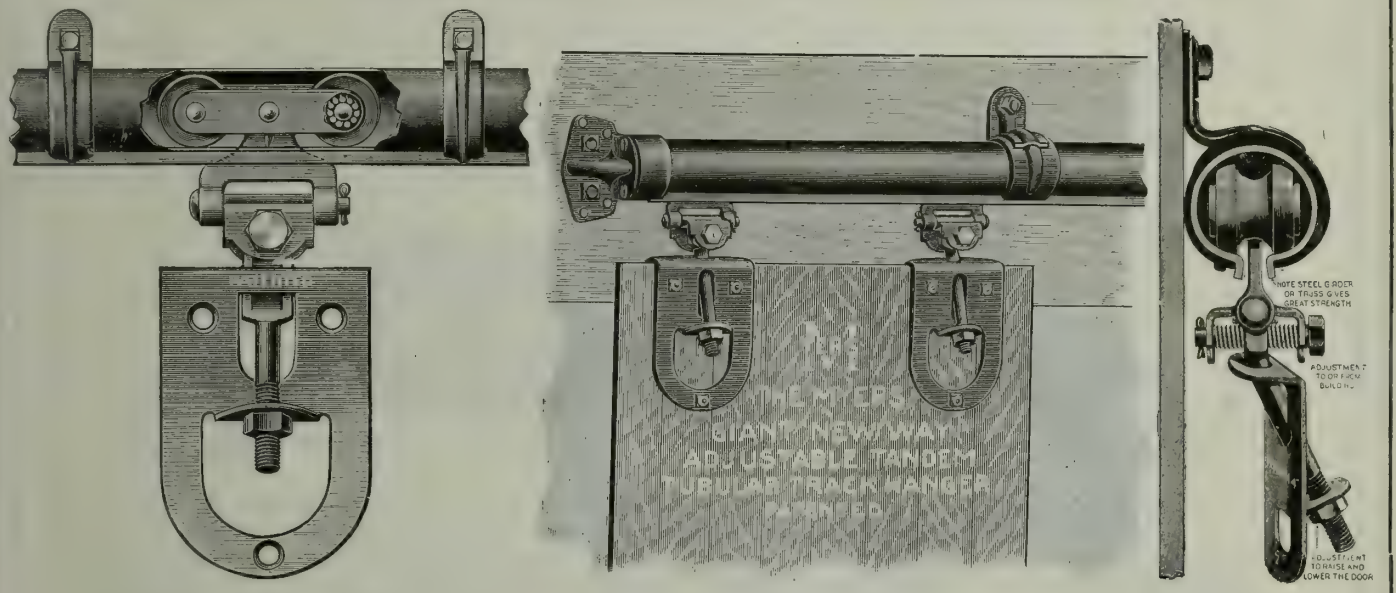
THE SHEET METAL PRODUCTS CO.

of Canada — SUCCESSORS TO — Limited

Kemp Manufacturing Co.

Montreal TORONTO Winnipeg

MYERS
GIANT BARN DOOR HANGERS
ADJUSTABLE TANDEM
With Perpendicular and Lateral Adjustments



Adjustable to and from the Building and to Raise and Lower the Doors. Features found only on this Hanger.

Aluminum Bronze Finish.

Machine Turned Solid Cast Steel Wheels; Hardened Steel, Machined Turned Rollers and Bearings; Wrought Steel Truck Bar, Door Strap and Hinge Connection; Malleable Iron Clevis and Elevating Bolt.

Can be used on Doors from 1½ to 3 inches thick. It is not only Adjustable to every required condition, but is Flexible as well, permitting the door to pass over uneven surfaces on buildings.

Used with Myers Giant Tubular Track

The form of the Track protects against snow, ice and rain, and prevents Hanger jumping the Track.

Per Dozen Pairs Without Track With

No. 15—For Doors 1½ to 3 inches Thick; 6 x 4 inch Door Strap; 1¾ inch Wheels; 4 inch Tread; Bolts; Weight per Dozen Pairs, 100 lbs. (Track Sold Separate from Hangers) **$31.50**

Each Pair in a Carton; Half Dozen Pairs in a Wood Case.

TRACK

Japanned Tubular High Carbon Steel with Two Flanges turning downward at the Lower Edge, forming Trusses or Girders which Stiffen the Track and add much to its strength.

Per 100 Feet

No. MG—Without Brackets; 4 and 8 foot Lengths; Weight per Foot 1⅝ lb. **$26 00**

80 ft. in a Crate (seven 8 ft. and six 4 ft. lengths), weight 165 lbs.

BRACKETS

Japanned Heavy Pressed Steel with Heavy Reinforcing Rib. Takes ⅝ inch Lag Screws or Bolts; Bolts not furnished.

Per Dozen

No. 1425—Intermediate; Three required to Each Pair of Hangers; Weight Per Dozen 10 lbs... **$2.10**

No. 1426—End; Interchangeable and Closed; Two required to Each Pair of Hangers; Weight Per Dozen 9 lbs. **2.10**

Loose.

WE ALSO CARRY THE FOLLOWING HANGERS.

MYERS' O.K. STAYON FLEXIBLE, MYERS' SURE GRIP TANDEM FLEXIBLE, STORM KING SWING-OUT, NEW MILO SWING-OUT, CROWN TUBULAR TRACK HATCH TROLLEY. STEARNS' PATTERN. NONE BETTER. ROLLER BEARING.

ALL KINDS OF BARN DOOR RAIL.

LEWIS BROS., LIMITED MONTREAL

OTTAWA TORONTO VANCOUVER

STOREY UPON STOREY

Story upon Story

¶ Cass Gilbert, architect of the cloud-high Woolworth building, didn't stop the contractors when they had the first floor steel up, because the building didn't look finished.

¶ He was content to wait while, storey after storey, higher and higher, the structure reared its bones above the common level.

¶ He was satisfied to wait while the details of his plans were worked out—piece by piece, storey by storey, week after week, month after month, until the finished giant stood out one day in all its glory—catching the first rays and the last of an approving sun.

¶ He had a vision of the giant structure when the plans were drafted. He knew that success was ahead. The owners of the building had confidence in him and backed him up. The contractors followed specifications to the letter, and a big success and an everlasting monument to man's genius, nerve and pertinacity was the result.

¶ There would be more and greater business successes if there were more Cass Gilberts as advertising managers and more Woolworths to back them up. Advertising successes are built up just as the Woolworth building was—storey after storey, according to a preconceived and well defined plan.

¶ There are too many one storeyadvertisers. They can't catch the vision of a big success, or if they can, they get dizzy-headed when they contemplate the height. They lack the nerve to back the advertising architect, and they doubt the greatest of all contractors—printer's ink.

¶ It will take months, and sometimes years to build up a big business through advertising.

¶ But once that building goes skyward, neither the adverse winds of competition, nor the earthquakes of changing conditions and hard times will ever shake it! There is only one condition—the foundation must be as solid as the rock upon which the Woolworth Building stands, and that foundation must be Honest Goods and Honest Prices and Honest Service. If you can build on these, there is no limit to the possibilities of your business. Otherwise your structure will totter and crumble over your head—as it should.

¶ Don't get the idea that your firm is too small to advertise. If you feel that you cannot afford a large advertising appropriation, begin in a small way, and enlarge as your business enlarges.

¶ But be very careful to place your advertising only in such publications as cover thoroughly the field you wish to reach and have a solid substantial standing in that field.

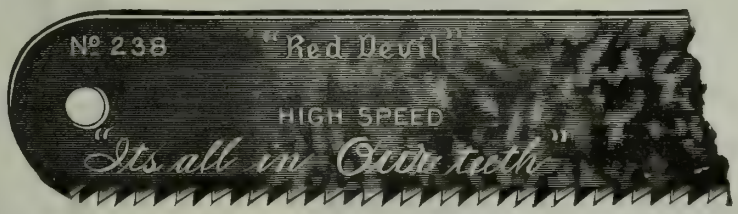
¶ Get the vision of a bigger business! Start to-day to make it a success through advertising, column upon column, story upon story, week after week. Keep at it. That's the idea! Keep everlastingly at it till results come in a satisfying measure.

¶ And then keep on keeping on!

Have You Tried a No. 33 Golden Despatch RAZOR?

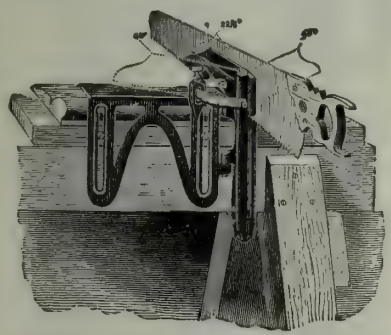
We want to send you one box, for you to try on the customer who has never had a razor that would shave well. If they don't suit return them to us.

Genuine Giant Nail Puller. First made —Best made. You get a new one it it breaks.



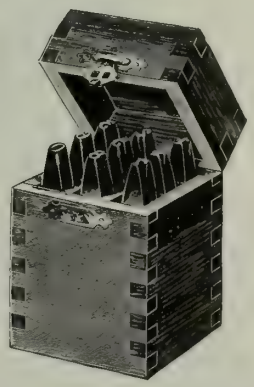
No. 238. Power blades in all sizes up to 24 in. by 1 in.

No. 092. 8-12 in. extension, N.P.



No. 159. Seavey Mitre Box, weight 2 lbs, use any saw, cuts all angles.

No. 1912. Converted Steel Scissors, a first-class, cheap piece of goods, 6 to 9 inch assortment on cards of one dozen.



No. 3567. Figures. All sizes kept in stock.

No. 658. Pin Pattern Caster, Ball Bearings.

No. 656. Plate Pattern Caster.

No. 100. Acme Can Opener, cuts any kind of can.

Smith Hardware Co., Limited

Montreal

THE

STEEL COMPANY OF CANADA

LIMITED

Tiger White

Brand Lead

100% PURE

Over forty years on the market and endorsed by the Leading Painters.

Stock Tiger Lead and Increase Sales

DISTRICT SALES OFFICES:

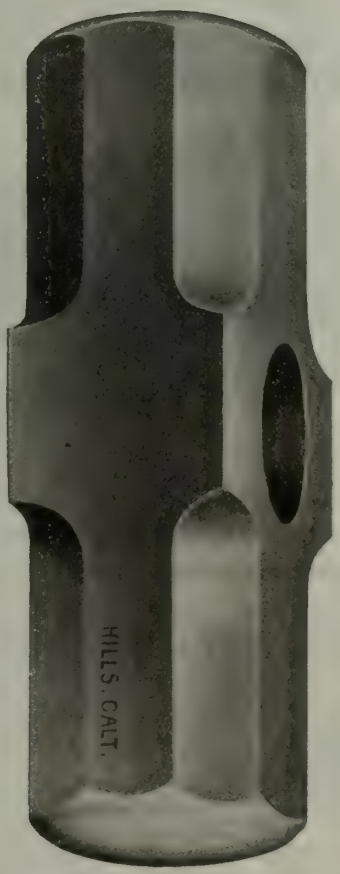
HAMILTON, TORONTO, MONTREAL, WINNIPEG

W. A. MacLennan, Vancouver, B. C.
J. B. H. Rickaby, Victoria, B.C.

H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, N.S.

Highest Quality

Axes, Chisels, Hammers, Draw Knives, Adzes, Edge Tools, Etc.



OUR GUARANTEE

We guarantee to replace free of charge any tools that prove defective in materials or workmanship.

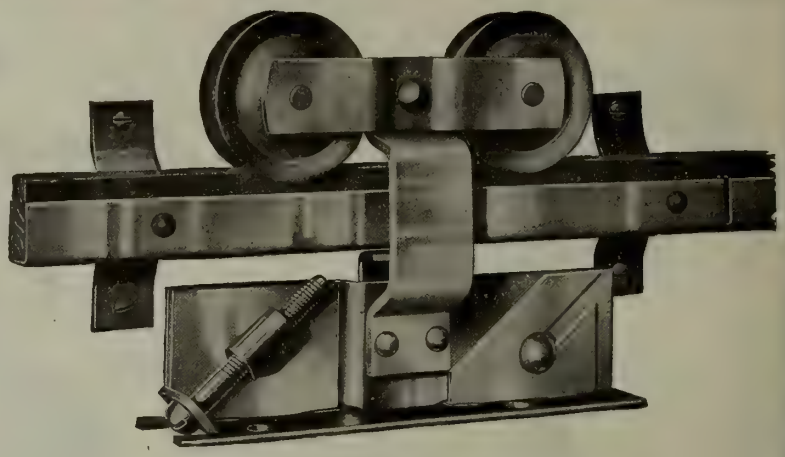
Write For Catalog

Allan Hills Edge Tool Co.

LIMITED

GALT, ONTARIO, CANADA

Are You Getting The Hanger Business In Your Locality?



The Hatch

The Hatch Parlor Door Hanger gives entire satisfaction all around. It is low in price, easily adjusted, and very easy to put up. The Hatch is practical and noiseless, runs smoothly, and does not get out of adjustment.

Canada Steel Goods Company, Limited

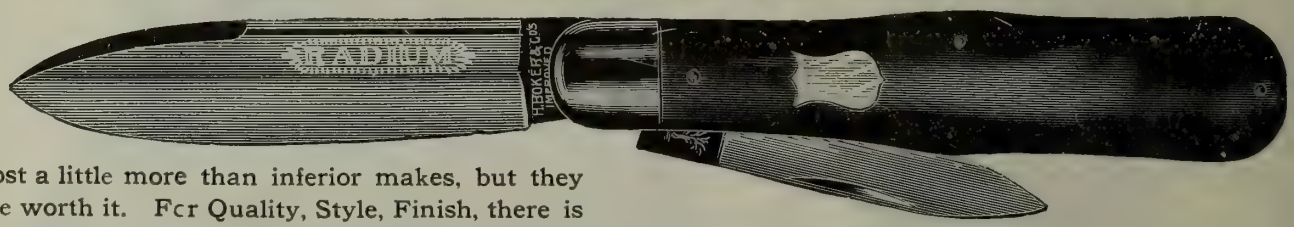
Crescent Brand BUTTS and HINGES

Hamilton, Ontario

If It Is Anything In Cutlery, Boker Makes It

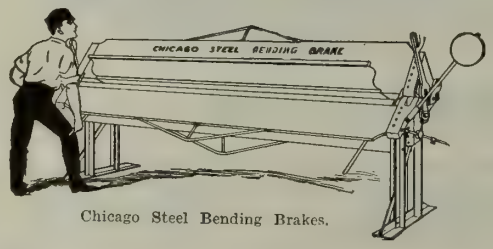
If you want to work up a fine Cutlery trade, then stock

"BOKER'S" TREE BRAND CUTLERY



Cost a little more than inferior makes, but they are worth it. For Quality, Style, Finish, there is no other make of cutlery which can compare with Boker's "Tree" Brand.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES.



Chicago Steel Bending Brakes.

What the Users Say Counts Most

READ THIS LETTER:

Toronto, July 2, 1913.

The Steel Bending Brake Works,
Chatham.

We are very much pleased with the 10 ft. Steel Brake; we find it light to work and have saved the price of same on one skylight job.

Yours Respectfully, JAMES LYON.

A New Steel Straight Edge

Made of spring steel, with square and bevelled edge. Accuracy guaranteed.

Prices: 8 ft., $3; 10 ft., $4. Other lengths proportionately.

Cash discount 5%.

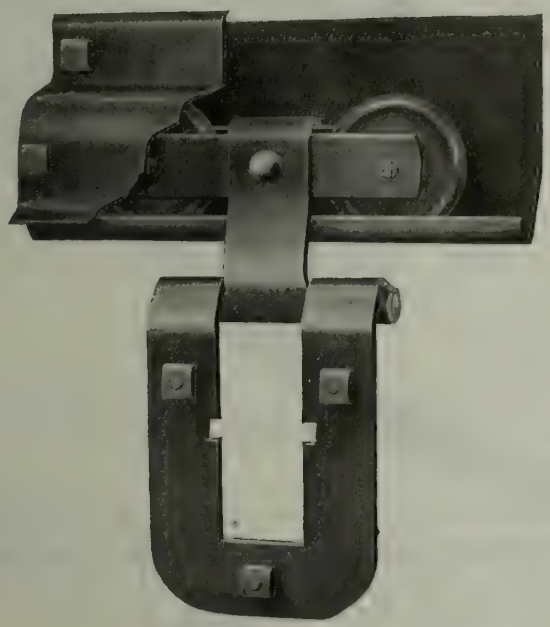
If not satisfactory in 30 days, money returned, you keep Straight Edge.

The Steel Bending Brake Works, Limited

CHATHAM, ONTARIO

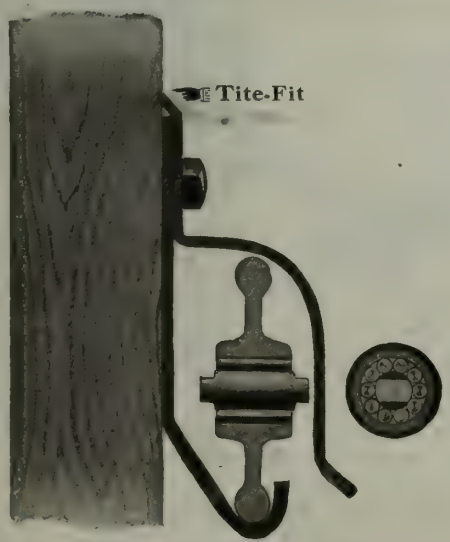
"We Initiate—Never Imitate"

Stormproof Hanger and Rail



No. 77 Flexible

Stormproof Rail



Economy

In Barn Door Hangers and Rail does not necessarily mean low price. The combination that will last the longest and give the best service represents economy. Try "Stormproof."

Efficiency

A hanger and rail that will give perfect satisfaction under the most unfavorable circumstances. Always on the job. That's the "Stormproof."

"Eventually"

This type of hanger and rail will be used. Our advertising is reaching thousands of carpenters and builders. You should be in a position to meet the demand. Do it now. Buy "Stormproof."

Our general catalogue will tell you all about them. Mailed free. Prices and agency terms are interesting.
Write to-day.

National Mfg. Company

STERLING, ILL.

ELEY

CARTRIDGES

ALWAYS RELIABLE

LETHAL BULLETS

for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.

Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited,
North Transcona, Man.

Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley 5/8-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholsale and Retail Hardware Merchants.

The Thos. Pink Co., Limited

Manufacturers of
LUMBER TOOLS

PEMBROKE - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

GLUE IN PACKAGES

THAT MEANS

BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering To Your Own and Your Customer's Interests.

In ¼, ½ and 1 lb. Packages at Your Jobber.

Canada Glue Co., Limited, Brantford, Ont.

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kind of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK

TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

Don't Tie Up Money In Fire-Brick

Nearly every stove requires bricks of a different size or style. If you keep a stock to fit the numerous makes of stoves—so that you can supply them promptly—you are tying up money on unprofitable goods and wasting storage room.

Sell J-M Phoenix Asbestos Stove Lining

J-M "Phoenix" is applied like mortar—easily, quickly, cheaply. It conforms readily to irregular surfaces and can be used in any stove.
Will give your customers better satisfaction than fire-brick, because—it is applied only one-third as thick, leaving a larger fire space and increasing the heating capacity of the stove—clinkers do not adhere to it—will last longer than any fire-brick, and costs less.

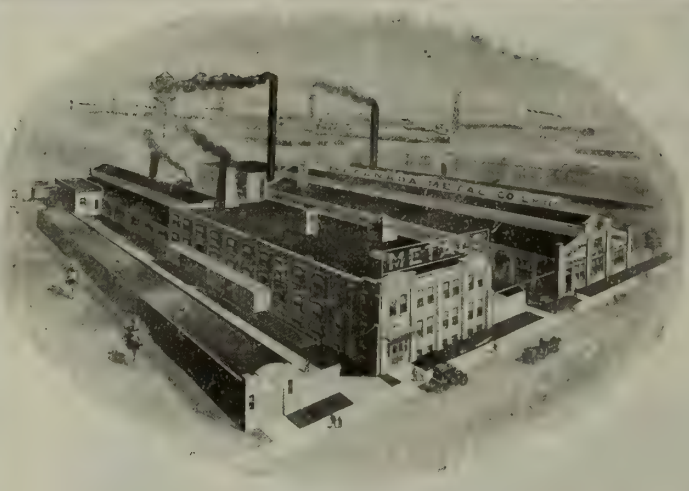
Write nearest Branch for our Special Dealer Proposition.

The Canadian H. W. Johns-Manville Co., Limited

Manufacturers of Asbestos and Magnesia Products — ASBESTOS — Asbestos Roofings, Packings, Electrical Supplies, Etc.

TORONTO MONTREAL WINNIPEG VANCOUVER

669



Service and Reputation

FOR

HIGHEST QUALITY

have made us the largest

EXCLUSIVE METAL DEALERS

in the

DOMINION OF CANADA

We carry in stock **ALL INGOT METALS**

Write for prices. You will find them interesting

WE MANUFACTURE; Babbitt Metals, Solder, Leadpipe, Traps, Bends, Battery Zincs, &c.

The CANADA METAL CO., Limited

Head Office and Factory: TORONTO **Branch Factories: MONTREAL, WINNIPEG**

A QUICK, SURE PROFIT

You don't have to look far for customers when you carry the

PERFECTION
SMOKELESS
OIL HEATER

Smokeless *Odorless*

The Perfection Oil Heater is the best heater made anywhere, and your customers know it. The reputation it has gained is going to sell it faster than ever this year. Are you going to take advantage of the demand?

It means good profits, quick profits, and satisfied customers. Write at once for our illustrated catalogue and remember that

Now is the Season

to feature the

Rayo

LAMPS and LANTERNS

Your customers will buy them because they give complete satisfaction.

You should sell them because they bring in good trade and large profits.

Order now and insure prompt delivery.

THE IMPERIAL OIL COMPANY, LIMITED

TORONTO	WINNIPEG	ST. JOHN
MONTREAL	VANCOUVER	HALIFAX

GOODELL-PRATT COMPANY

Patented May 22, 1888

NOW OWNS AND OPERATES

The Stratton Level Co.

MAKERS OF THE

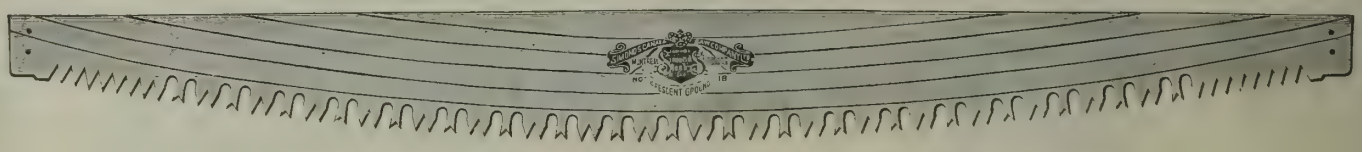
STRATTON LEVELS

Levels manufactured under this brand represent the highest grade of Wooden Levels that over forty years of experience, together with skilled mechanics have been able to produce.

We shall maintain the high standard of quality that has been set in the past, and shall improve it whenever and wherever possible.

Goodell-Pratt Company

Greenfield, *Toolsmiths* Mass., U.S.A.



SIMONDS

Crescent Ground Cross-Cut Saws

This is the successful saw—the saw that stays sold and the saw that we cover by our broadest guarantee. It costs a little more, but it brings you a bigger profit and a better satisfied customer. Insist on your Jobber supplying you with all the Simonds Crescent Ground Cross-Cut Saws you require.

Simonds Canada Saw Company, Limited

Montreal **Vancouver** **St. John**

ENTERPRISE

Fruit, Wine and Jelly Press

Every woman who puts up fruit, makes wine or cordials, needs this machine.

Every dealer who introduces it to the trade creates a good demand and splendid profits.

EVERY WOMAN appreciates this press, because it is simple in construction, substantially built, easily operated and easily cleaned. The dryness of the pulp is easily operated by a handy thumb-screw.

The Enterprise Fruit, Wine and Jelly Press is guaranteed to be of good quality and to give satisfaction the same as all other Enterprise lines. Enterprise Meat and Food Choppers, Sad Irons, Sausage Stuffers, Coffee Mills, etc., will also sell quickly and net a good profit.

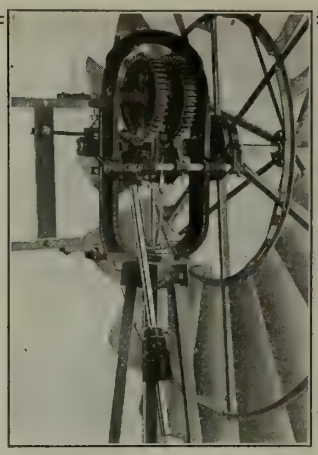
Ask us to send illustrated catalog covering complete Enterprise line.

The Enterprise Mfg. Co. of Pa.

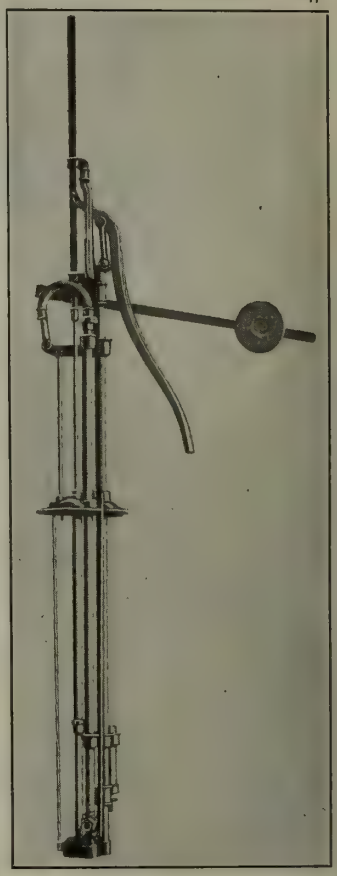
Philadelphia, Pa.

29 Murray Street, New York City
176 N. Dearborn Street, Chicago, Ill.
530 Golden Gate Avenue, San Francisco, California

Assurance of Satisfaction



Good Margin For Profit



Our Windmills and Pumps

are manufactured in a plant equipped with machinery for high quality production. We rely on every windmill or pump which we place on the market not only to sell itself, but to bring us more business by giving a highly satisfactory service.

Our agency proposition will net you a big profit. Write for it to-day.

Catalog on request.

Dominion Well Supply Co., Ltd.

Cargill, Ontario

NICHOLSON-MADE FILES

DECIDEDLY the best files to retail are those of "even" quality — each file as like its predecessor as possible in its various features of cutting power, hardness and wear.

Dealers who carry "Nicholson-made" Files and Rasps have the benefit, without a penny of extra cost, of securing for their customers a high-quality article as unvarying as human forethought and skill can devise.

First, the steel is uniform. Owing to a consumption of over 1,000,000 files a week, the steel stock is a special run of Nicholson private formula steel.

The "Nicholson-made" File and Rasp Brands sold in Canada:

American Arcade
Globe Great Western
Kearney and Foot

are made from this special steel. They are uniformly cut, by means of special Nicholson machines. The files are heat-treated and hardened by a private process.

These conditions make for absolutely uniform "Nicholson-made" Files.

But the Nicholson organization goes still further. Each file receives over 10 individual inspections during making. When made, each file is individually hand tested. Quality is insured as well as uniformity.

Stock "Nicholson-made" Files. Without costing you or your customer an extra cent, they give your customer perfection of service, and maintain that perfection. You, as the dealer, participate in the continuous chain of sales of "Nicholson-made" Files to the one consumer. All jobbers sell them.

NICHOLSON

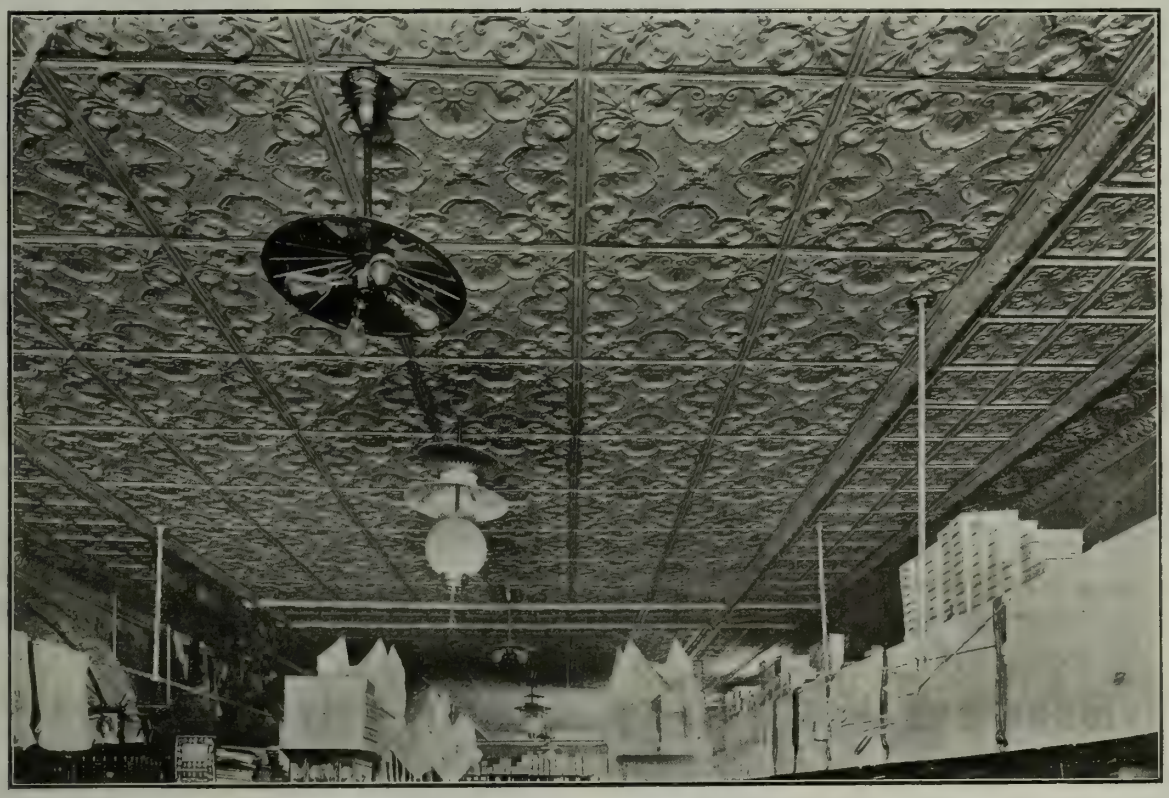
FILE COMPANY **PORT HOPE, CANADA**

40

PRESTON ONTARIO

Every Aggressive Dealer Can Make Big Money Easily By Being Our Agent

We Do Practically ALL The Work, But You Get ALL The Commission



There're Many Good Prospects For METAL CEILINGS In Every Town

Whenever you hear of new building to be erected or an old one to be renovated, get after the party concerned and acquaint him with the beauty and durability of our metal ceilings.

Send us your prospective customers' names and we will mail them some selling talk which will make them think, and between us we can close up some nice business which will net you a handsome profit.

Some dealers made from $300 to $1,000 last year by being our agent. When others can do it, why can't you?

The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD.,

MONTREAL Quebec · **TORONTO** Ontario · **PRESTON** Ontario · **WINNIPEG** Manitoba · **SASKATOON** Saskatchewan

Offices in all the large cities.

Head Office: PRESTON, ONTARIO

MAIL US THIS COUPON.

Please send us your ceiling catalog, also agency proposition .....

.....

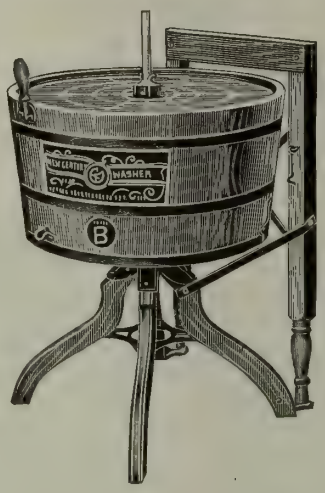
Sign name here.

PRESTON ONTARIO

Cummer-Dowswell Washing Machines Sell all the Time

They're made a little better than Ordinary Requirements Demand.

Seafoam Electric Combination Power Washer and Wringer



New Century Style "B"

Playtime (Hand or Power)

There is no more popular item in a Hardware Stock, and the C-D Line means busy days.

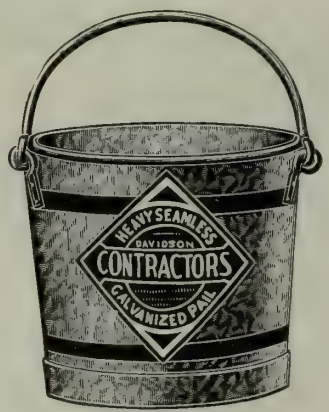
Made at HAMILTON, Ont. by

CUMMER-DOWSWELL, Limited

Western Agents, H. F. Moulden & Son, Winnipeg
Eastern Agents, W. L. Haldimand & Son, Montreal

Davidson's Extra Quality, Strong Galvanized Iron Pails

Attractively Decorated with Bands of Bright Red Japan and Neatly Labeled



"Contractors"
No. 116, capacity 16 Imp. quarts. Seamless body, with heavily wired top edge, and fitted with iron rim to protect bottom.

Minto.
No. 14, capacity 13 Imp. quarts. Strong and durable, and fitted with heavy pressed Hercules bottom.

"Alberta"
Capacity 12 Imp. quarts. Flaring pattern, heavy material, reinforced ears, extra wide across top.

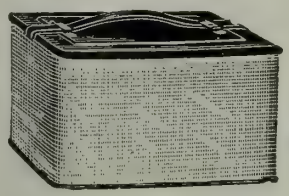
These pails are galvanized after being formed, which adds considerable to their strength and wearing qualities. They are in great demand for use by contractors, railways, roofers, cement workers, corporations and the mounted military camps.

Write For Prices

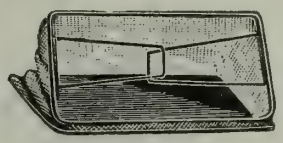
THE THOS. DAVIDSON MFG. CO. Limited, Montreal, Winnipeg, Toronto

EHLE'S PATENT LUNCH BOX

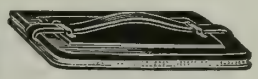
This is a cheap and convenient food carrier. The top and bottom are pressed out of sheet metal, and japanned. The sides are made of heavy waterproof canvas; and when folded the box is not more than a quarter of an inch in thickness.



READY FOR USE.



FOLDING UP.



FOLDED FOR POCKET.

Dimensions set up--
7½ x 4½ x 5 inches.

Parcelled 1 doz. in a bundle; packed 1 gross in a case.

Shipping weight per gross, 80 lbs.

Prices on Application.

Manufactured by E. T. WRIGHT CO., Limited, Hamilton, Canada
(H. G. WRIGHT)

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture **NIPPLES** in all sizes—black or galvanized.

Works: Lachine Canal

BUR-NOR

If You Don't Sell The BUR-NOR

You are not giving your customers all the quality and service you *could* and *would* give them if you did. The reinforced handle has under actual test proven to be 50% stronger than the Best Wooden Handled Hatchets made. The blades are cut from high carbon steel, are carefully tempered in oil. Will take an edge *keen enough to sharpen a pencil or tough enough to cut a nail.* Ten styles from which to choose

Write for new folder to-day.

Burgess-Norton Mfg. Co.
Geneva, Ill., U.S.A.

BUR-NOR

From

Punta Arenas to Ketchikan

You Can Find

Magnolia Metal

Apsley Rubber Co.,
Hudson, Mass., Sept. 30th, 1911.

Gentlemen:—

In reply to your letter dated Sept. 18th, I have to state that my experiences with MAGNOLIA METAL in the past, when I was Chief Engineer, at sea, is wholly in its favor, and I shall at all times advocate its use. On the "S.S." Hesione, of Liverpool, I had to get a crank pin brass re-metalled at Buenos Ayres, 18 in. x 18 in., and when I left the ship three years later, it was in excellent condition, the wear extremely small, and the running conditions most satisfactory. This also applies to a guide shoe re-metalled at the same time, in addition to many other places where I have had experience of its qualities.

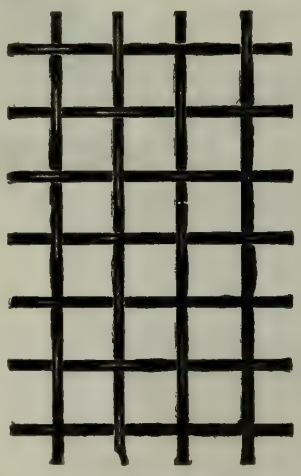
Yours faithfully,
F. W. WADBROOK,
Chief Engineer.

Sold by leading dealers everywhere or

Magnolia Metal Company

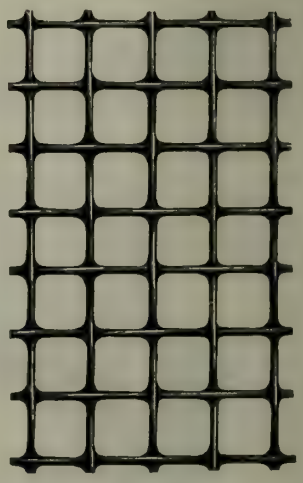
Office and Factory: 225 St. Ambroise Street, Montreal

WIRE CLOTH



Sand Screen Cloth
Fanning Mill Cloth
Regalvanized Wire Cloth

Every description of
Wire Cloth and Wire Work.



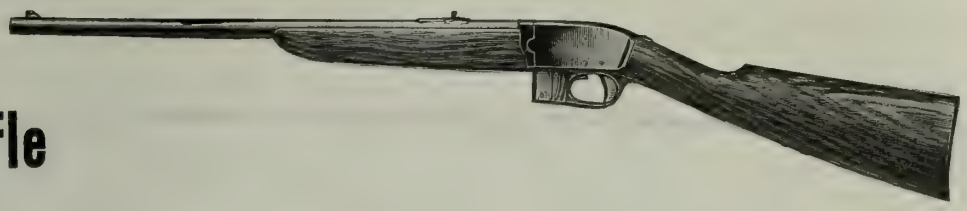
WIRE ROPE **WIRE ROPE FITTINGS**

MANUFACTURED BY

The B. Greening Wire Co., Limited

Hamilton, Ont. Montreal, Que.

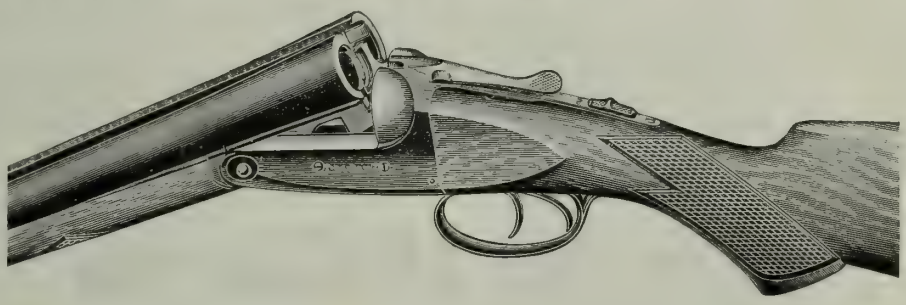
New Savage Automatic Rifle



For 22 long rifle lesmok cartridges. Hammerless take down pattern, recoil action. Orders filled in rotation of receipt.

PARKER'S New TROJAN GUN

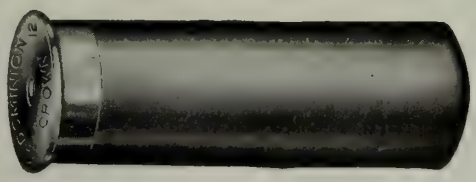
can be sold at a reasonable price. Suited for black or smokeless powder shells. 12 guage, 30 inch barrels, weight about 7½ to 8 lbs. With most sportsmen the name **Parker** is enough. No further explanation is needed to close a sale.



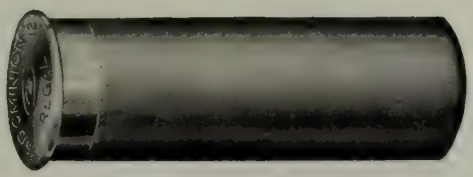
NEW ENGLISH GUN COVERS

Made of high quality brown duck, water proofed, reinforced and bound with real leather. Either straight or take down patterns, for guns or rifles.

DOMINION LOADED SHELLS



"Crown," loaded with Snap Shot, black powder, 10, 12, 16 and 20 gauge.



"Regal," loaded with Ballistite powder and chilled shot, in 12 gauge only.

"Sovereign," loaded with Dupont powder and chilled shot, in 10, 12 and 16 gauge.

Caverhill, Learmont & Co.

Montreal

FALL GOODS

McClary's stock of goods to fill the demand which comes to you with the Fall is complete.

Workmanship and finish is of the high order which characterizes the output of the McClary factories.

Send your order in early for COAL HODS, FIRE SHOVELS, STOVE PIPE, ELBOWS, STOVE BOARDS, ETC.

Get in touch with our nearest branch at once.

London Toronto Montreal St. John, N.B. Hamilton **McClary's** Calgary Winnipeg Vancouver Saskatoon Edmonton

PEASE HEATING SYSTEMS

MOST DURABLE
MOST ECONOMICAL
COST LEAST FOR REPAIRS

Write to-day for Catalogue and Prices

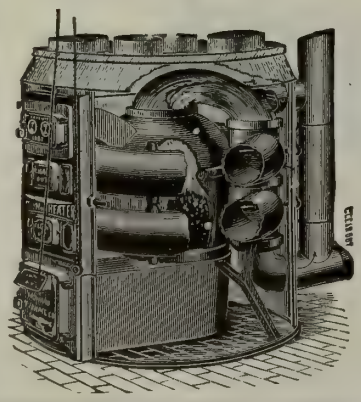
Pease Foundry Company
LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton Montreal.

IT'S QUALITY AND ADVANTAGES THAT MAKE

CANADIAN HOWARD DOUBLE RADIATOR FURNACES

THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.

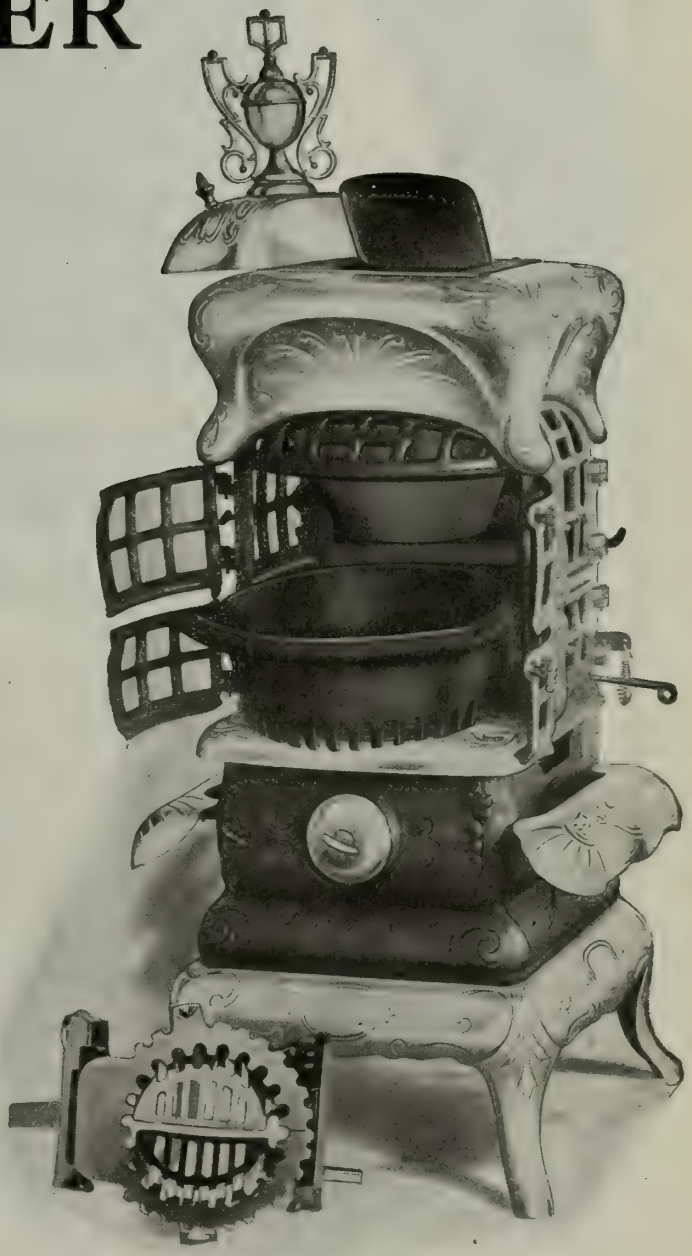
We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.

Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

We also manufacture Summit Low Down Furnaces

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.

THE "Gladona" BASE BURNER



This new production of the McClary foundry is one of the handsomest heaters on the market, and as you know, appearance goes a long way in selling a base burner. The purchaser will find it a case of "Handsome Is" and "Handsome Does" because the "Gladona" is a **house heater,** not merely a room heater.

The firepot is removable—Grates easy of access—standard two-flue construction—latest duplex grates—automatic magazine cover which opens the inside lid—heavy nickel trimmings of handsome design. All these are selling points; material and workmanship are up to the McClary standard. These facts, coupled with the moderate price of the Gladona, ensure a ready sale and a satisfied customer.

McClary's

LONDON TORONTO MONTREAL
HAMILTON CALGARY WINNIPEG
VANCOUVER SASKATOON EDMONTON
ST. JOHN, N.B.

Established 1840

As the Magnet Draws the Steel So Do DISSTON Saws and Tools Attract the Buyer

There is something in the appearance of a well-made, high-grade tool, which carries to the mind a conviction of its efficiency, and creates a desire for possession. When to this is coupled the definite knowledge that the tool is the leader of its kind all hesitancy over the selection is banished.

With Disston Saws, Tools and Files it is not alone the fine appearance that draws the buyer, but the knowledge as well, that since 1840 the name "Disston" in connection with the brand of the keystone and the scales has been a guarantee of the highest quality and efficiency. This widespread knowledge creates the magnetic influence which draws sales to the Disston dealer.

The hardware dealer who carries a full line of these superior saws and tools will find a sure and lasting demand for them, as evidenced by the steadily increasing size of the Disston plant, which is to-day the largest saw and tool works in the world.

It takes orders to build and maintain such a plant—the best proof of demand.

HENRY DISSTON & SONS

Incorporated

Keystone Saw, Tool, Steel & File Works

PHILADELPHIA, U.S.A.

Red Tip CALKS

are used by owners of fast horses for Winter driving. With them you can go as far as you like as fast as you like, without fear of accident from falls.

They are Horse Insurance that every driver of valuable horses needs. Are you supplying them?

Red Tip CALKS

are a Winter necessity to lumbermen, coal dealers, draymen and all others who do heavy hauling.

The horse given a sure footing can pull on any road, however hilly or slippery and wide detours to avoid bad places in the roads become unnecessary. Are you getting this business?

CALKS

are essential to grocers, butchers, bakers, etc., whose goods must be delivered daily, regardless of weather. All the time lost by a horse slipping and falling on icy streets can be saved by

Red Tip Calks

United States Factory:
New Brunswick, N.J.

Canadian Office and Factory:
25 St. Peter Street, Montreal

It is easy to sell the Roofing made of Trinidad Lake Asphalt.

1. It has real quality. Trinidad Lake Asphalt is Nature's everlasting waterproofer, and it gives wonderful endurance and absolute protection against all the elements in

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

2. It is continuously and extensively advertised all over the country, and we tell consumers what it is made of, and acquaint them with its genuine merits.

3. We co-operate with you also by supplying attractive advertising matter for your store and customers.

These are things that make first sales easy; and the Genasco itself is a sure "repeater."

Send your jobber your order. Write us for full information.

THE BARBER ASPHALT PAVING CO.

Largest producers in the world of asphalt and ready roofing.

PHILADELPHIA

New York **San Francisco** **Chicago**

Canadian Distributors

The Canadian Asphalt Co., Ltd., Winnipeg, Man.
D. H. Howden & Co., Ltd., 200 York St., London, Ont.
Lewis Bros., Ltd., Montreal
Branches: Ottawa and Toronto.
Evans, Coleman & Evans, Ltd., Victoria, B.C.

Trinidad Asphalt Lake

How One Merchant Made His Stove Department Pay

Haskins woke up one day to the fact that his stove department was a dead one, profits considered. He sold a lot of stoves, too. Bought his base-burners from Jenkins, whom he had known for years. Handled three lines of ranges just to hold the agencies, and he bought oaks and cook stoves from the young fellow who talked price.

But he couldn't get the **net profit**—he had to sell close—with two other dealers in a little town, and he figured it better to take $5.00 on a $30.00 range, than lose a customer. At the end of the year he had barely got out even on stoves, when he considered the space they took up, yet he didn't like to quit the line.

One day a traveller came at him in a new way—this chap didn't seem in a hurry to catch the next train. He said he wanted an hour-and-a-half of Haskins' time, when they wouldn't be interrupted, and he offered to wait a week for it if necessary. Haskins went back to the store that night, and when the cigars were going, the traveller outlined what Haskins already knew—that the stove department was going on three cylinders—he said:—"A stove is just a stove to you—and you show it that way, and name your price. Which of those ranges is best? Why? I'm in the stove business, and it keeps me busy to know all about my one line. I'm not surprised you can't keep tab on the six ranges I see on your floor.

Now let's do some imagining, Mr. H. Suppose the six stoves on your floor all came from one line—mine for instance. I can show you talking points to every one of them. I can enthuse you on that line so that it won't be "Here's a good stove," but "This is the best range in the World," yes sir, and you'll go right on and prove it.

Then my Company believe in advertising—we'll buy big space in your local paper, and advertise your store—if you throw in your lot with us.

And these things bring business—your enthusiasm and publicity will make a few sales at once—and after that it's easy, because, our stoves are **best**, and when a woman gets an Imperial Oxford or a Chancellor, and knows she can get better baking for less labor and coal by a turn of the Economizer handle, she'll advertise this place more than the paper will.

Haskins and the salesman did business—And to-day the Stove Department is a big earner. And here are the reasons why.

A Word About Ourselves

We've been making stoves since 1843, that means, **some experience.**

We've grown until we employ 1,200 men, and operate branch houses all over Canada. That means we sell best goods at fair prices. You can't account for it any other way.

We've standardized firebox parts and other interchangeable parts more completely than any other stove maker. That means sure enough, convenience for our dealers.

We've got the most perfect repair service in the business. That means the end of trouble from that cause.

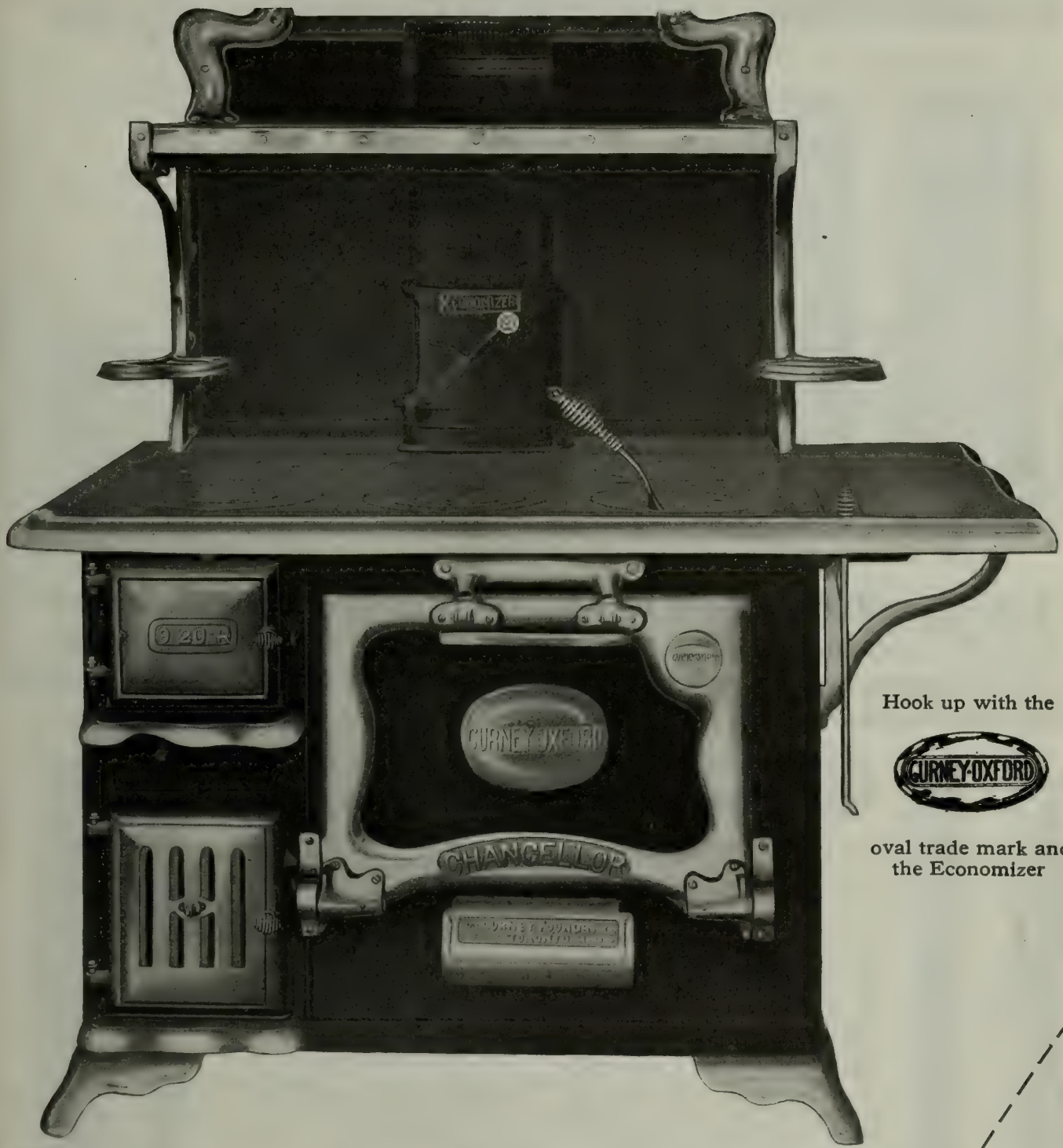
We believe it is up to us to help the dealer.

This has meant a real co-operation in advertising; in the simplifying of selling; in window dress for our dealers; in demonstrating—briefly in GURNEY-OXFORD help.

We've made the GURNEY-OXFORD oval trade mark best known wherever stoves are sold. This means quick easy turnover for the Gurney-Oxford Dealer.

A Word About You

Is there any parallel between your stove department and Haskins?



Hook up with the

GURNEY-OXFORD

oval trade mark and the Economizer

The Gurney-Oxford Steel Range

Cut it out of the paper and underline the size that is most popular in your town. Cut out the coupon and mail it to us pinned to your letterhead. If our agency is open in your town, we'll send it on to you, you to return it at our expense unless you agree with us that it's the finest steel range you ever saw. We'll write you by return, telling you what we'll do to help you sell stoves. We'll send some of the helps along for you to see.

If you care about your stove business, remember Sept. 1st is only a fortnight away. Try this out. We're taking all the chances.

Toronto Exhibition, Aug. 25th, Sept. 8th. We'll be mighty glad to see you at our office, No. 500 King West.

Got our new catalogue yet? It's like our line—there's inspiration in it.

The Gurney Foundry Company, Limited, Toronto
Montreal, Hamilton, Winnipeg, Calgary, Vancouver

Send me one of the above, with R. H. Resv. 914, 916, 918, 920.
Sq. L. H. Resv.

NAME .....

ADDRESS.....

The People in Your Vicinity are Looking for the

"Certain-teed"

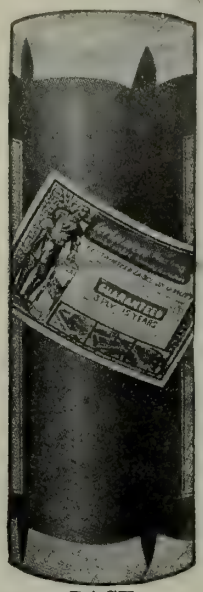
Quality in Roofing

Because the Advertising in many of the Leading Papers and Magazines is Constantly Educating Them to look for it.

The **"Certain-teed"** Label of Quality is on the back of every roll of

CASCO RUBBER ROOFING

FRONT


BACK

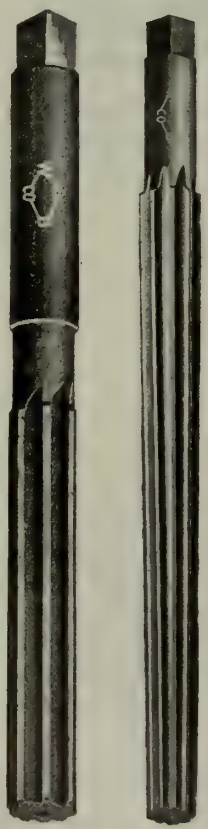
Let the People know that you handle Certain-teed Roofing and You'll get Their Patronage.

Ask us to send you our 32-page book of "Certain-teed" Selling Helps and Advertising Ideas—it's free.

We can make quick shipments from our large stock of Casco Roofing.

The Canadian Supply & Contracting Company, Limited

Formerly CANADIAN SUPPLY CO. **TORONTO, ONTARIO**



"W & B" Reamers Are Backed For Long Service

There are many qualities which, taken as a whole, make up the efficiency of "W & B" Reamers.

With the exception of a few slight differences of design, there is little by which reamer quality can be judged before actual working tests.

We make it easy for our many friends to insure the selection of tools of known merit. Every tool, whether large or small, that leaves our plant is stamped with either one of the "W & B" Diamond Trade Marks shown below.

If you have used any tool with the "W & B" Diamond Trade Mark, you will naturally want all your tools of the same high quality.

Watch for the Trade Mark and you'll get all good tools can give.

TRADE W&B MARK

Write for Catalogue No. 82B.

Tools of Quality Bear These Marks

TRADE W B MARK

The Whitman & Barnes Mfg. Co.

ESTABLISHED 1854

STOCKS CARRIED AT WINNIPEG and MONTREAL

Office and Factory: ST. CATHARINES, ONT.

Carpenters, Builders—there is a simple method of applying *Certain-teed* Roofing on any kind of a building

Certain-teed Roofing

(Quality *Cert*-ified Durability Guaran-*teed*)

Guaranteed 15 years—wears longer

Rolls and Shingles

The roofing that has "made good" on the roof

When ready roofing was first put on the market, many architects, builders and carpenters preferred to wait and see it tested on the roof.

The ready roofing that won out had to do so on merit. ***Certain-teed*** Roofing settled all arguments by giving absolute satisfaction in all climates and under severe conditions. Its use on all kinds of buildings has grown by leaps and bounds.

General Roofing
The World's largest manufacturer of Roofings and Building Papers.

The durability of this modern, easy-to-lay ***Certain-teed*** Roll and Shingle Roofing is remarkable—it is guaranteed for fifteen years and will last much longer.

Accept no substitutes

Don't confuse ***Certain-teed*** with ordinary "make-shift" roofings—we guarantee it for 15 years and inside each roll furnish modern ideas for laying it artistically and permanently.

See that the ***Certain-teed*** Quality Label is pasted on the back of every roll and crate of shingles—it is placed there to protect you and your customers.

Certain-teed Roofing is used everywhere—recommended by leading dealers and contractors—and sold at a *reasonable* price.

General Roofing Manufacturing Company

E. St. Louis, Ill. York, Pa. Marseilles, Ill. Minneapolis, Minn. San Francisco, Cal. New York Chicago
Kansas City, Mo. Memphis, Tenn. Winnipeg, Can. London, England Hamburg, Germany

A Treasury of Ideas for the Careful Hardware Buyer

The good buyer does not place his orders on impulse. He carefully studies values and compares the qualities and prices of different goods before deciding which line he will carry.

The good buyer will naturally revel in the advertising pages of

Hardware and Metal's Annual Fall Number

They will be a veritable treasure-house of ideas for the hardwareman who spends his money how and where it will yield him the best returns.

Arrange your time so that you will be able to spend a solid uninterrupted hour, in studying the advertising pages of this big number. There may be some one line described which will make you richer by hundreds of dollars, this Fall.

This number will be out next week.

Here's Another Good "Metallic" Product

Don't buy nor undertake the sale of any lathing until you give us an opportunity to send you a sample and complete information about the exclusive advantages of

"Hayes" Patent Steel Lath

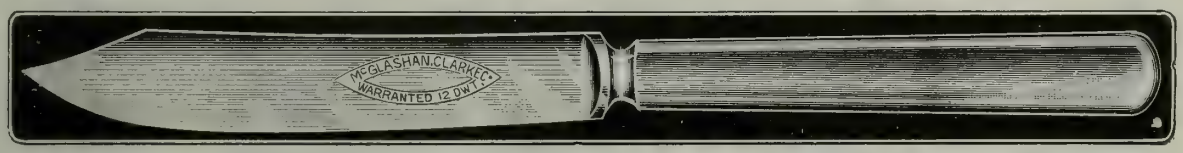
This modern lathing is indispensible for fireproof construction and is most economical for any kind of construction. The positive key of this lathing insures the plaster holding, even when attacked by fire and water. This lathing is especially adapted for tile work. It will pay you to get all the facts about "Hayes" Patent Steel Lathing. Write for them now.

The Metallic Roofing Co., Limited

Toronto Manufacturers and **Winnipeg**

High Grade Cutlery

Electro-Plate and Solid Nickel-Silver Flatware



FRUIT KNIFE

This Fruit Knife commands a steady sale the year around. They are put up 6 in a pretty satin lined box and make a very useful and attractive gift. Each box contains our Guarantee. Also made in 6 dwt. and 2 dwt. quality.

McGLASHAN, CLARKE CO., LIMITED - - Niagara Falls, Canada

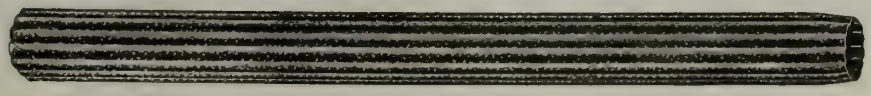
AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlottetown, P.E.I.

ALWAYS THE SAME

There is no time lost when putting our eavetrough together on a job. Try a sample order and see for yourself.

We ship while others are thinking of it

WHEELER & BAIN, Toronto, Ont.



The The Canadian Rogers Company, Limited

PAID UP CAPITAL $1,000,000.00

SALES ROOMS

Toronto **Winnipeg** **Vancouver**

HEAD OFFICE

53 King St. West, Toronto

FACTORY

570 King St. West, Toronto

HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

Vol. XXV. TORONTO, AUGUST 16, 1913. No. 33

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REGULAR FEATURES

Twenty Years Ago—Leaks in the Hardware Store—Catalogues and Booklets.

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* -:- H. T. HUNTER, *General Manager*

(ESTABLISHED 1888)

Cable address: Macpubco, Toronto; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

HARDWARE AND METAL

J. G. Lorriman, *Manager*
H. M. Reid, *Eastern manager*
Alex. Wales, *Advertising Representative*
T. B. Costain, *Editor*
Geo. D. Davis, *Associate Editor*
W. S. Farquharson, *Associate Editor, Montreal*

CHIEF OFFICES.

CANADA—Montreal, 701-702 Eastern Township Bank Building; Toronto, 143-149 University Ave., Telephone Main 7324; Winnipeg, 34 Royal Bank Building, Telephone Garry 2313; Vancouver, H. Hodgson, 2649 Third Avenue West.

GREAT BRITAIN—London, Eng., E. J. Dodd, European Manager, 88 Fleet St., E.C., Telephone Central 12960.

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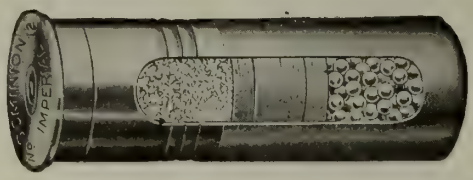
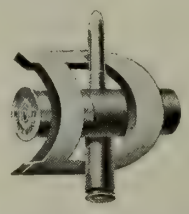
FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.

SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, $2 a year; United States, $2.50 a year; Other Countries, $3 a year; Single Copies, 10 cents. Invariably in advance.

DOMINION IMPERIAL SHOTSHELLS



Look into your Ammunition. Dominion Imperial shells loaded with standard bulk and dense smokeless powders and chilled shot, contain the best material, assembled by perfect machines.
This makes possible our guarantee of a new box for every defective shell.
That's why your customers want

the shell with  on every box.

DOMINION CARTRIDGE CO., Limited
Montreal, Canada

Bright,
Clean Appearance
of

FLEUR DE LIS
Galvanized Iron

Adds to the value of the job.

Free from streaks and dull bare spots.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

Sheet Zinc
"V. M."
Brand

Genuine "V. M." Sheets at no higher prices than ordinary brands.

A. C. LESLIE & CO., Limited
MONTREAL

The Value of Original Window Display

Merchants Should Take Advantage of the Splendid Opportunity Presented to Make Sales, by Using the Store Windows to Advantage—Some Original Displays by Hardware Merchants Which Brought Results.

"What form of local advertising pays best?"

This is a question that confronts every wide-awake dealer. There is a great variance of opinion regarding the best methods for a hardware merchant to employ, but in the majority of cases the consensus of opinion is that window display advertising is one of the best forms that the hardware merchant can use. It is one of the best forms of advertising providing it is given the time and attention necessary to make it such.

There must be something about it which attracts the passerby and holds his attention. But that is not all. The window should also create a desire of ownership in the mind of the person who has been attracted by the display.

Immediate sales are not always created by window displays. It is not an uncommon occurrence for a firm to receive enquiries for a line of goods several months after the goods have been displayed in the store window. In many cases, however, immediate sales are made and in other cases the displays create enquiries which, if properly attended to, result in sales.

Great strides have been made in window dressing during the last decade and many books have been written on the subject. Great progress has been made in store front construction and in many of the smaller towns we now see large and attractive store fronts with plate glass windows where a few years ago we observed dingy windows with small lights of glass divided by numerous bars. If you watch the crowd in a large town or city you will see that their interest is generally centred around the stores of firms where attractive window displays are in evidence. The public want to be "shown" and they will usually go where there is something for them to see. A dusty or disarranged window is unnoticed except for its disorderliness, but a tidy and well arranged display will immediately attract attention.

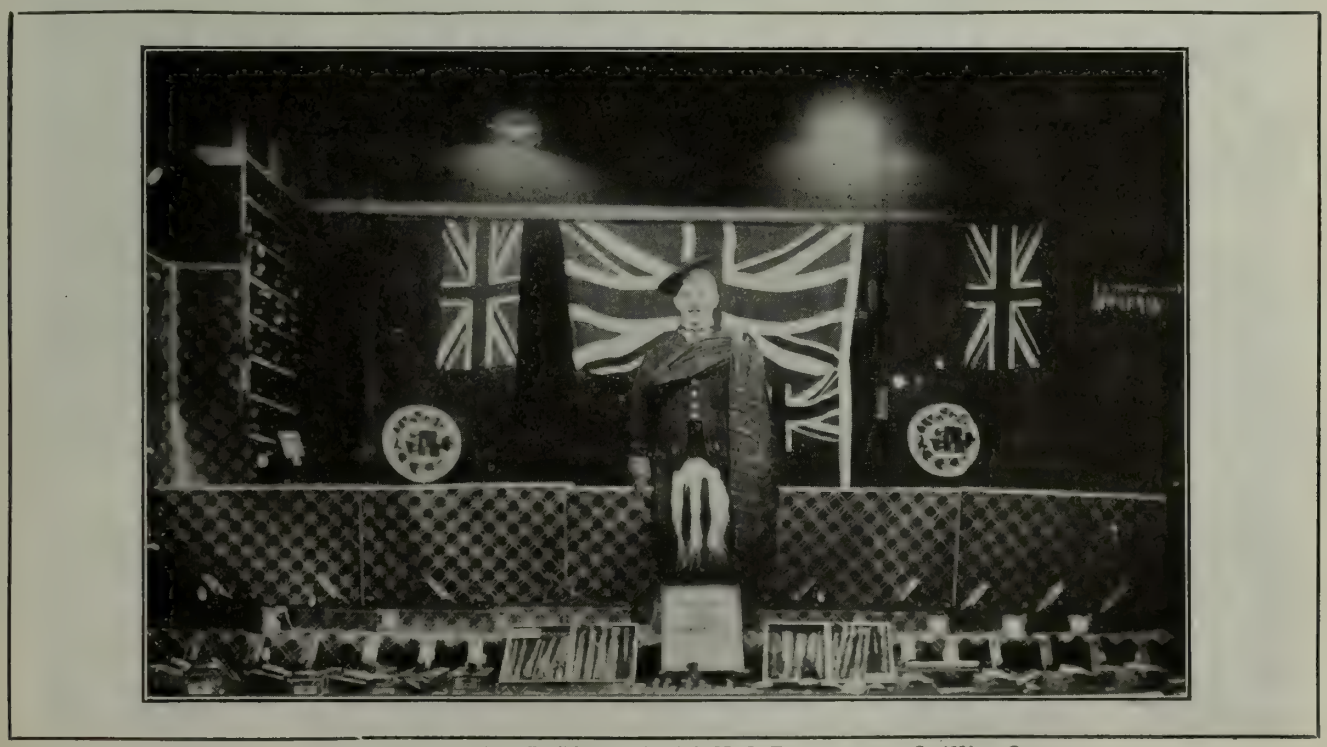
If you are passing along a street occupied by wholesale houses or other concerns where window displays are not featured and the windows, if there are any, are filled with boxes, the contents of which are not shown, you generally pass along rapidly to your destination. The feeling of lively interest in things about you is absent. On the other hand if you are passing along a street where the retailers are showing their wares by using attractive window displays you are interested immediately and, if you have time at your disposal, you will try and catch a glimpse of the goods on display.

The display will prove doubly interesting if price tickets are used to show the prices of the lines on display. Price tags add a touch of realty to the display. The spectator will also have a chance to study the value of the goods which in many cases are often lower than he expected he would have to pay for such goods.

Some dealers claim that on some lines of goods such as goods for wedding gifts, etc., it is better not to quote prices in plain figures.

Windows should be changed often and seasonable goods should always be displayed. The accompanying illustrations show seasonable displays. The first illustration shows window displays of fall goods in the store of Macnab Bros., Orillia, Ont. In one window a display of stoves is shown and the other window is used to feature hunting goods. This latter display created considerable attention and attracted large crowds which goes to show that special features will attract attention. The display represents a camping scene and shows the log shanty, trees, camp fire, etc. A hunter is also shown resting inside the shanty after the day's shoot. Guns, rifles, ammunition and hunters' supplies are tastefully arranged in the display and, while the attention of spectators is drawn to the novel camp display, they cannot help but see the merchandise in which the sportsman is interested.

The display of mechanics' tools is also shown in one of the Macnab store windows. The brand of the tools on dis-



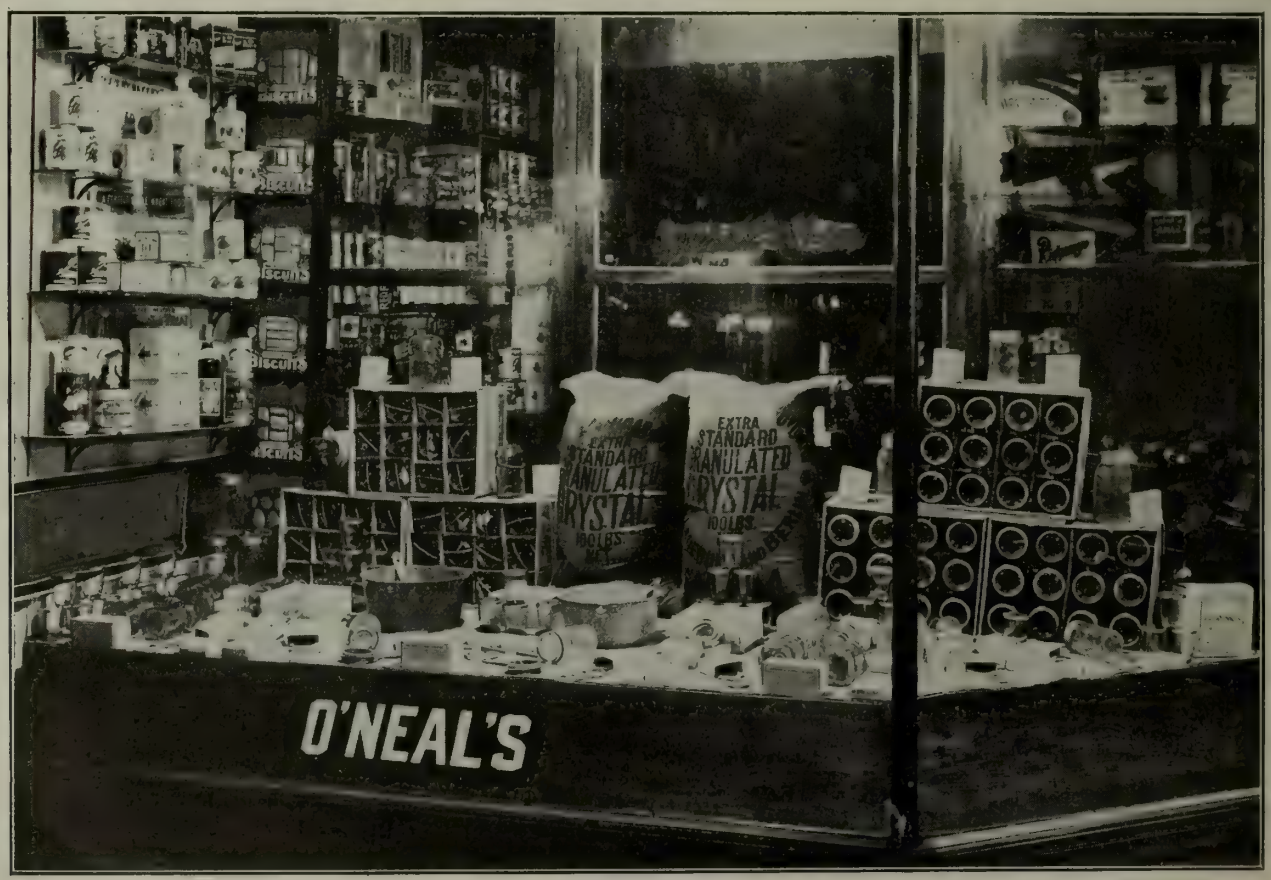
Display of tools arranged by J. Mauer in McNab Bros. store, Orillia, Ont.

Fall goods displays arranged by J. Mauer in McNab Bros. Store, Orillia, Ont.

play was designated by a Scotch name and the window dresser conceived the idea of showing a dummy in the window. He borrowed a dummy and with a suit of Scotch kilts he made up the form shown in the illustration. This display also attracted considerable attention and while many people stopped to see the novel feature of the display they also saw the merchandise.

When window displays are changed regularly the public will visit them regularly, but where the same display is allowed to remain in the window

(Continued on page 43.)



Seasonable display of preserving time requisites shown recently by a Welland, Ont., Merchant.

The Refining Process

Individual excellence is purely a matter of taking one's self through a refining process. Every healthy human being is fitted out with the same flesh, blood, bone and brain, the necessary material to become a refined, finished product.

¶ A piece of iron that will make twelve dollars worth of horse-shoes will make twenty-five thousand dollars worth of watch springs. A piece of ordinary coal is formed of the same substance we find in a diamond, the only difference is nature has carried the diamond through a more extensive process of refinement.

¶ Every healthy human being is fitted out with the necessary material to arrive at efficiency and excellence, with the necessary equipment to become a finished product. It is purely a matter of the refining process through which you are bringing yourself. The same constituents are found in the flesh, blood, bone and brain of every man.

¶ We are a combination of certain forces, and these forces are guided, controlled and dependent on physical form. The same wasted life, the same abuse of nature, the same negligence of mind and body that destroys the lustre of the eye and deaden the clearness of the voice, are the same things which deprive us of the opportunity to reach proficiency. In other words to become an efficient human being.

¶ The world is filled with people who do a little bit of everything, but who are not able to do anything worth while. Many women who can play a note or two of a good musical selection, who can sing a few lines of grand opera, have only dabbled in something they will never have the patience and care to complete.

¶ We find men who have ideas which are to a certain extent usable, but coupled with inconsistency and eccentric notions that destroy their utility. A few days ago a prominent business man said that Greater New York was crowded with stenographers, and only a few efficient dependable men and women in the business, but thousands of inefficient, incompetent people who would always be nothing short of failures.

¶ Excellence is not attained because people do not attempt to attain it. If you wish to find someone for an important position you will discover in your analysis of applicants that one lacks knowledge of words to express ideas, another lacks executive ability, another has certain weaknesses which do not inspire confidence in other men.

¶ If you do not do well the thing you have right at hand, there is no way of knowing that you will ever do a bigger thing any better. The chances are that you will not be able to handle more important responsibilities, because you have not trained yourself to handle less important ones. Our business institutions are filled with young men who expect opportunity to come to them by night and thrust them forward in life by some mysterious force or power.

¶ We find men on the street corner discussing the affairs of Government, suggesting a solution of "woman's rights," advising the Government how to fortify the Panama Canal, who actually do not know how to prepare a list of names, write a business letter or collect an account.

¶ What the world needs is refinement of purpose, refinement of body, refinement of mind, refinement of intention, refinement of system and order, conduct and character, and fewer men and women engaged in directing the Government, outlining a policy for the Navy and deciding the questions of immortality and reincarnation.

¶ *And the moral is*: The most pitiful condition in which a man can find himself in middle age, is *the condition of mediocrity*—that state in which you are a cobbler, a bungler, a combination carpenter, gardener, shoemaker, painter and district magistrate.

Efficiency

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HARDWARE AND METAL

Vol. XXV. No. 33 Toronto, Canada, August 16, 1913 Two Dollars per Year

THE VALUE OF SERVICE.

Some merchants do not appreciate to the fullest the value of a reputation for service. The other day a hardwareman lost a customer, who had dealt with him for twenty years, because on three successive visits to the store he (the customer) had to wait for ten minutes before a salesman approached him. There is a dealer in a Western town who has built up the largest business in the place in three years. He has the highest priced sales staff in town and a motor truck for delivery purposes. He gives the public top-notch service. Another hardwareman in an Ontario city, who has been in business for thirty years, still has a large turnover, despite the fact that he does no advertising and does not carry the latest goods. He has a reputation for absolute fairness and honesty and has always striven to give courteous and efficient service. His reputation for service redeems to some extent his unprogressiveness in other respects; in fact, it is what keeps his business in the front rank.

It is an unfortunate circumstance that so many merchants do not recognize the value of gaining a reputation for service. Speaking generally of all trades, the percentage who do endeavor to win the esteem of the public in this way is surprisingly small. In a great many city stores, the service given is prefunctory and abrupt. A courteous attitude is not deemed necessary; and the attention given to delivery is very scant. Where women congregate, the trials of the shopper is a topic which occupies a large part of their time.

A fact which many merchants have failed to recognize is that a large percentage of people desire good service more than low prices. They may deal occasionally with the man who cuts prices, but the man who is always courteous and looks after his customers right will be the one they go to regularly.

ATTEND THE CANADIAN NATIONAL.

The great Canadian National Exhibition opens in Toronto on Saturday, August 23, and lasts until September 8. This event has developed into the greatest annual exhibition on the globe, and it is a great privilege—to those who have the opportunity—to attend it.

In this age we live to learn. The more we know and the better we utilize the knowledge at our command, the greater will be the pleasure derived from the work we have set out to do. Someone has stated in epigrammatic language that "the more we learn the less we know." And it is a fact sometimes that when people see the greatness of things at such an exhibition as the Canadian National they realize the smallness of the local sphere around which things have been revolving for them.

Hardware and Metal urge as many members of the trade in Canada as possible to attend this exhibition. The exhibits by manufacturers of goods the trade handle will alone be worth a great deal. If, therefore, holidays have not yet been had it would be a profitable outing to attend the Canadian National Exhibition this year.

GIVING THE TRAVELLER A HEARING.

When a merchant approaches a possible customer expecting to sell her goods, he is entitled to, and usually gets, courteous treatment. Very rarely is it found that the person approached will tell him to get out, or will go on about her business without giving him a civil, courteous "yes" or "no."

Yet we find in many stores travellers are not given the same consideration by merchants that those same merchants expect and get from their customers and possible customers. It is true, however, that this sort of treatment is dying out. Merchants, who are keen business men and gentlemanly in their conduct towards others, always give the travelling salesman that to which he is entitled—a fair hearing. If they are too busy at the time the salesman calls they tell him so in a gentlemanly manner and promptly ask him to call again.

The gruff voice of the impatient can, nevertheless, still be heard in many a store. "Well, what do you want?" with the emphasis on the "you"; and "No time to listen to you," etc., etc., are scarcely the proper methods of dealing with the traveller whose firm is a reputable one, and whose presence in the store is to help—even if he doesn't sell—and not to injure one's business.

The Golden Rule holds good in the case of the travelling salesman. Treat him courteously, as you would desire a probable customer to treat you. If, when you hear his case, you do not want to buy, all well and good. You may learn something from him anyway, and when he leaves you have the satisfaction of knowing that he was given a fair hearing.

HANDLING QUALITY GOODS.

A certain hardwareman doing business in a small town has never pushed the sale of cheap lines. There is

a considerable amount of cheap business done in the town but he does not get any of it. That part of the trade he has allowed others to monopolize and he himself gets what might be termed the quality trade. He finds that there is enough demand for the better class of goods to keep him busy supplying it.

If this dealer can afford to ignore the demand for cheap lines, there is no excuse for the many who, though more favorably situated, still push the sale of cheap lines in preference to quality goods. It is not intended to say that hardwaremen should absolutely eschew the handling of goods of a cheap grade. This would not only be poor policy from the standpoint of the dealer but would also be a hardship on the public; for there always will be a certain demand for low-priced goods which must be satisfied. The example of the dealer in question can be accepted as proof, however, that it pays to incline the policy of the store toward the featuring of quality goods, carrying the cheap grades as a necessary side line.

POINTED EDITORIALS.

Time to brush up your store knowledge.

* * *

Old man Mars is the worst enemy that business has.

* * *

Business undoubtedly has shown great improvement of late.

* * *

Watch for next week's issue. It is going to break records in every direction.

* * *

"Old Sol" is a welcome visitor in the west, where the success of the crops means so much.

* * *

"Sales promotion" is the keynote of the fall special number of Hardware and Metal to be published next week. Many valuable articles on the subject will appear.

* * *

Now that the Balkan embroglio has been practically settled and the chance for financial improvement seems bright, Mexico has to begin to show signs of creating an international disturbance.

* * *

Printed with apologies to Tennyson:

Swat! Swat! Swat!
Near the garbage pail I sit;
I would that I could swat 'em all,
The flies that arise in it.

* * *

Reports from summer resorts are to the effect that the mosquitoes have been more numerous and persistent than ever. People apparently have been so busy swatting the fly that the still more obnoxious mosquito has been left severely alone. Next spring a "swat the mosquito" campaign will be in order. "Beat the skeeter" would be a good slogan.

Saskatchewan Crop Estimate

It is now practically assured that the West will come forth with a great yield of grain this year. Writing from Creelman, Sask., a western correspondent of this paper says that the Saskatchewan crops are exceedingly good taken as a whole, and that an optimistic feeling among the people is rapidly growing.

He has forwarded an estimate of the yield of grain in Saskatchewan, compiled by the Provincial Department of Agriculture. This estimate and comparison with last year's yield is as follows:

	Bushels. 1913.	Bushels. 1912.	
Wheat	125,557,014	107,167,700	18,389,314
Oats	121,435,630	107,619,948	13,815,682
Barley	10,137,897	8,319,584	1,816,313
Flax	13,539,819	14,171,214 (dec.)	631,296
Total yield .	270,670,459	237,278,446	33,392,013

This shows that altogether the yield this year in Saskatchewan promises to be more than thirty-three million bushels ahead of 1912.

The decrease in the flax is due to the small acreage of that crop in the province this year and not to any failure in the production per acre.

The increase in the yield of wheat is approximately eighteen millions, in oats thirteen millions, and in barley two millions. The decrease in the flax crop is slightly over half a million.

The government estimate is based on a yield of twenty-two bushels to the acre for wheat; thirty-three bushels for barley, and fourteen bushels for flax.

The following is the final statement of the number of acres of each grain under cultivation:

Wheat, 5,707,137 acres, an increase of 6 per cent. over 1912.

Oats, 2,689,905 acres, an increase of 9 per cent. over 1912.

Barley, 307,309 acres, an increase of 15 per cent. over 1912.

Flax, 967,137 acres, a decrease of 17 per cent. under last year.

According to the latest crop reports from the correspondents of the department of agriculture, harvesting will be general throughout the entire province by August 20th. In the district in the neighborhood of Maple Creek, fifty per cent. of the barley is already cut, and a fair quantity of the oats and wheat. It is estimated that in the Regina district the fifteenth of August will see the cutting of wheat well under way. The crop in this district and throughout the province is well up to the average height, and during the past fortnight it has improved greatly, though in the districts of Rosthern and Humboldt the crop will be retarded to some extent through the damage by hail storms.

The average yield for the provinces, as far as can be determined from the reports of the correspondents to date will be about twenty bushels to the acre, a proportionate increase over last year.

Slight frosts have been recorded in the Weyburn district, though little damage of any kind was done the crops. The weather during the past few weeks has been excellent for ripening, and it is believed that in a few cases the crops have ripened almost too rapidly.

There is as yet no demand from the farmers for harvest labor, but it is expected that the first applications will come in within a few days.

An Advertising Suggestion:

Proposed Lay-out for Roofing Advertisement

The approach of the fall season reminds us that there will soon be a demand for roofing. The following advertisement may be of some assistance to ad-writers in preparing ads for ready roofing.

Water-Proof Your Roof

In summer-time prepare for fall.

The fall weather, with its rain and disagreeable weather, will soon be with us. When the weather is fine, the wise man prepares for the bad weather, which is sure to follow. Nothing will give you more trouble during the fall and winter weather than a leaky roof. The cost of covering a roof with high-grade ready roofing is comparatively small when you consider the large amount of damage that may be occasioned through taking a chance on a leaky or defective roof.

CUT

Weather-Proof Ready Roofing

this is a roofing in which we have the strictest confidence. It has been put to the test and has not been found wanting in any of the details necessary for assuring us of its quality. We can show you many buildings in this vicinity where this roofing has been used and is giving satisfaction.

Directions for Applying.

Full directions are supplied with each roll of roofing, and any property owner may apply the roofing without engaging extra and expensive help. Nails, cement, etc., are also supplied in sufficient quantities.

Size Makes No Difference.

There is no building too large and none too small to prevent the use of this roofing. It can be used on the smallest chicken coop or the largest factory.

Price is Reasonable.

Each roll contains —— square feet of roofing with nails and cement. The price per roll is **$0.00**

Measure the roof of your building and then consult us.

Quality Our Motto

Jones & Jackson

PHONE MAIN 100

The Hardware Men

An Advertisement is a Business Proposition

The Style of Announcement Which Draws the Results is Terse and to the Point—Prices Should Always be Quoted—Comment on Current Hardware Advertisements.

The evolution of advertising has been gradually but unmistakably away from the old standard to a new one. The tendency now is to write advertising copy, according to a standard defined by strict business principles. The advertisement which counts is the one which states a proposition in terse, business terms and quotes prices. The days of "flub dub" and exaggeration are passing, and there is quite as marked a movement away from the old way of making a general announcement only. Advertisements to-day must give facts.

The same standard is being observed in every phase of advertising. The arrangement of the ad. must be devised with an eye to getting the most out of the space. Merchants do not buy valuable space now for any other purpose than that of making a straight-from-the-shoulder, business-like announcement.

The advertisement of Ashdown's, Winnipeg, herewith reproduced, is a good sample of the new standard. This advertisement occupied a quarter of a page, and contained more matter than many advertisers use in a full page. And yet it cannot be said that it appears unduly crowded for the kind of advertisement. The object of the announcement quite obviously is to give a list of special price offerings for Saturday, and, consequently, no ornate decorative effects are necessary. In a case of this kind the essential is to give the facts in as concise a form as possible. This is exactly what the ad. writer has done. A few lines are described briefly, but the majority are merely listed and priced. The prices are set in black type, so that they stand out prominently. An advertisement of this kind does not require any catch heading or illustration to draw attention. The fact that it bristles with prices is of itself sufficient to draw attention.

A well laid out advertisement.

The only fault to be found with the ad. typographically is in the heavy black panel used. If smaller rules had been used, a wider margin would have been allowed around the outside, and, with so stocky an ad., this would have added considerably to the appearance. In any case, heavy black borders are not advisable. The printer has made a number of bad joins in the border, which detracts from the appearance.

Direct Results Follow.

This is the style of advertisement which brings direct results; and, consequently, it is the style which is being almost universally adopted.

A Catchy Ad.

The Melfort Heating and Plumbing Co. have a catchy advertisement. With this heading the ad. would draw its share of attention, no matter how obscure the corner in which it might be placed. The eye catches the words, "Are you prepared?" and a feeling of uncertainty permeates the mind. Prepared for what? For sudden sickness, some unforeseen danger, or the end of the world? You read on to see what it is. The argument which follows is an ingenious one, and doubtless brought plenty of work to keep the tin shop of the Melfort Heating and Plumbing Co. busy.

(Continued on page 43.)

Biographical

Mainly About the Men Who Call on the Hardware Trade in Canada.

A Scotchman from Glengarry

He's a chiel frae Glengarry, an' like a' the ithers frae that coonty he's Scotch. They ca' him 'Mac' an' it grees weel wi' him. With true clannish spirit he remembers the records of all his school boy friends and acquaintances who have since made a name for themselves. "Ye ken Charlie Gordon, him that they ca' Ralph Connor.....He's frae Glengarry."

But although Wm. McEwen comes from Glengarry he's not quite as Scotch as the above would indicate. Seventeen years on the road mingling with a Canadian and French-Canadian population has not been any too beneficial to the Scotch mannerisms, which to begin with, existed in this son of Glengarry. But even yet there are traces of Scotland lying not so deeply buried, but that they can be unearthed.

Baseball in the summer and hockey in the winter are closely connected with Wm. McEwen in the minds of all those who know him on Saturday afternoon. Friday night no city but Montreal can hold him and a Saturday afternoon without either a ball game, a hockey match, or a chance to do a little fishing is like a weight on his mind.

There is a tradition that on one occasion he undertook to instill into the minds of the youth in the Starke Seybold office some of the rudiments of hockey, but not having been on skates for a number of years and having a little more avoirdupois to wing along than in his youth, he rapidly assumed the ill-concealed air of the unaccustomed. But "Mac" enjoyed it, and the boys enjoyed it, and both consider it a good joke yet.

Throughout the whole of his district which extends from Montreal to Sherbrooke, Coaticook, and Megantic, Wm. McEwen is a well-known figure and popular favorite. Having been on the ground for seventeen years, and now making his rounds regularly every five weeks, the trade have come to look for-

WM. McEWEN.

ward to his calls, figure out exactly the day and hour he will return, and even regulate their eight-day clocks by his visits.

There is an old saying which runs "Laugh and the world laughs with you," and another, "Laugh and grow fat." "Mac" has a "fattening" influence which he exerts upon his customers and also which he reflects back upon himself. On taking to the road seventeen years ago, he was in poor health, and weighed only 150 pounds, a remarkably low weight for a man of his stature. But a joke on the road, an interesting ball game on Saturdays, and an outdoor occupation, have now put him over the two hundred mark, and done much to increase his cheerful loquacity. "Mac" is one who successfully combines business with a cheerful, happy countenance so that his name is a by-word for good humor.

To come down to plain historical details, Wm. McEwen was born in Maxville, County of Glengarry. Till the age of seventeen he remained at home on the farm and received there an education which has been useful to him ever since. He next tried clerking in a general store and from that turned to hardware straight. The firm with which he started was known as Howden Starke, later as Starke Hardware Co., and to-day as Starke-Seybold Co., and through all these changes "Mac" preserved his connections securely and to-day his commercial certificate registers his seventeenth year on the road.

"Mac" is a man with a great amount of Scotch determination, one of those who finally succeed in making Christmas turkeys out of the "flies in the ointment." Strict attention to business, and business for both himself and his customer, are two of the first rules of the game he plays. And "Mac" knows the hardware game fully as well as he knows either baseball or hockey.

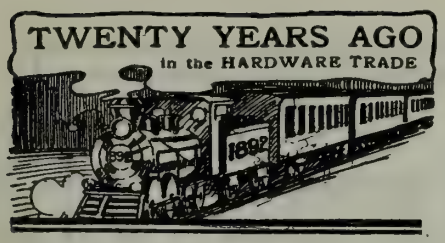
SECURE NEW FACTORY.

The Canadian Ruby Chemical Co., Ltd., Winnipeg, have at last secured entirely satisfactory factory and office accommodation at 744 Wall Street. In a two-storey building, 80 x 80, there is plenty of room for manufacturing the sweeping compounds and for storing the various lines handled. Trackage facilities reduce the labors of shipping to a minimum.

OPTIMISM IN WEST.

H. C. Filsinger, salesmanager Canadian Heating and Ventilating Co., has returned from a business trip to the West. Mr. Filsinger reports that the prospects of good crops are creating considerable optimism among the Western trade. While in Vancouver Mr. Filsinger appointed C. A. Godfrey, 1059 Hamilton Street, as the firm's representative in Vancouver. Mr. Godfrey has had 14 years' experience in the heating and ventilating business.

The size of a coin depends on whether it is coming or going.



The following items were taken from the issue of Hardware and Metal of August 19, 1893:—

"Turpentine dealers in Canada find themselves in a peculiar position on account of the scarcity of currency in the United States. Heretofore when ordering oil in Savannah, it was customary to send a draft on a New York bank. Now, however, checks or drafts are useless from the fact that they cannot be exchanged for money. The only alternative is to send the cash."

Editor's Note. — Conditions at this time were bad in the United States and, for that matter, in Canada also. Canadian importers who tried to get American money for the purpose stated above, had in many cases to pay 5 per cent. for it.

* * *

"I think it is a shame the price we are getting for glass,' remarked a jobber. 'The fact of the matter is we are cutting each other's throats, and we are afraid to ask a fair price.'"

Editor's Note.—This complaint was uttered by a Toronto jobber. At that time, the Montreal firms were getting $1.35 first break, while in Toronto they were only getting $1.25, and were paying heavier freight in addition. Apparently glass prices were badly cut in Toronto twenty years ago.

* * *

"The Gurney Foundry Co. have issued a neat circular of their Countess of Oxford baseburner and Duchess of Oxford range."

* * *

"James H. Gardner and Arthur W. Gardner have registered a partnership in Montreal to carry on business as plumbers."

Editor's Note. — Gardner Bros. are still in business in Montreal.

Montreal, P.Q.—S. R. Brewer, of Thos. Robertson & Co., leaves this week for Chebeague, Portland Harbor, where he will spend two weeks, making the time in so far as possible an ideal holiday in every respect.

THE VALUE OF ORIGINAL WINDOW DISPLAY.

(Continued from page 36.)

week after week until it becomes dusty or disarranged the public will soon lose interest and their visits will be few and far between.

Originality and seasonableness in display are important factors in promoting sales. The store window is one of the least costly yet most effective methods of advertising at the disposal of the retail hardware merchant. It matters not what his views are regarding other forms of advertising he cannot get away from the fact that if given the time and attention they deserve his show windows will pay big dividends.

AN ADVERTISEMENT IS A BUSINESS PROPOSITION.

(Continued from page 41.)

Turnbull & Cutcliffe, Limited, Brantford, present a neat advertisement. The arrangement could hardly have been improved upon, although the use of a double rule beneath the heading is unnecessary, and, in fact, detracts from the appearance of the advertisement.

Are You Prepared?

Are you prepared for the BIG JULY RAINS predicted by Prof. Foster and other prophets? Better be by having your EAVETROUGHING done at once. Quick, prompt, reasonable service.

The Melfort Heating and Plumbing Co.

Phone 109 Broadway, Melfort

A striking headline.

Had this been eliminated, the reading matter could have been set in slightly narrower measure, and started closer to the heading. This would give an even margin of white space on all sides and make a neater and more striking advertisement.

To obtain a blue-black finish on small steel parts, use a mixture of 16 parts by weight of saltpetre, and 2 parts black oxide of manganese. This is heated to a temperature of 750 degrees F., and the objects are immersed in it. The finish is "built on" to the metal, so that if the work is round, for example, the diameter is slightly increased. The oxide of manganese is deposited on the work and must, therefore, be frequently replenished in the mixture.

Catalogues and Booklets

Vises and Tools.

Alldays and Onions Pneumatic Engineering Co., Great Western Works, Birmingham, England, and 58 Holborn Viaduct, London, E.C., have issued a 58-page illustrated catalogue featuring their lines of vises, vise benches, anvils, smiths' tools, etc. Designs, weights, measurements, powers, quantities, etc., are given in detail. The code words are all arranged in alphabetical order. The catalogue is attractively gotten up and the cuts show up well on the high quality paper used. List prices are also given on their many lines.

TAKE OVER BATTERY CO.

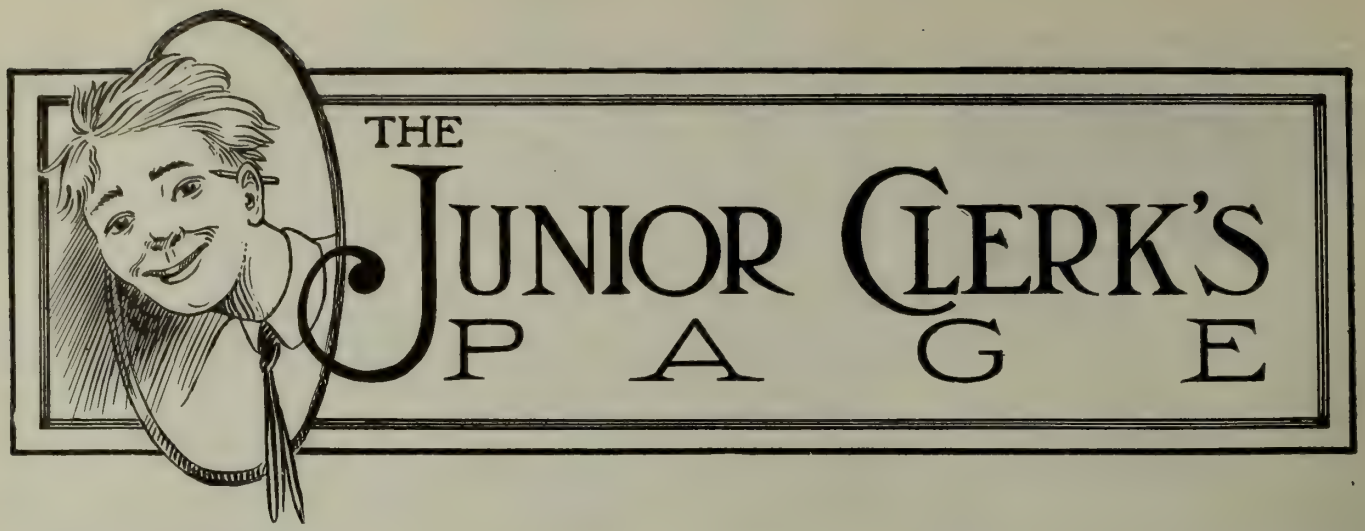
The Manhattan Electrical Supply Co. have purchased the business and plant of the Rock Island Battery Co., of Cincinnati, Ohio, and took possession Aug. 1. This important move will not mean the discontinuance of the Rock Island brands of dry battery, for they will be manufactured in addition to the lines now made by the Manhattan Electrical Supply Co. at their other factory.

HARDWARE EXHIBITION NOTES.

In last week's issue, in the article devoted to the 1914 Hardware Exhibition and Convention, it was stated that applications for accommodation at special rates at Ottawa must be sent in before January 20. This date, in reality, refers to the returning of deposits. Any dealers who apply for accommodation and make the necessary deposit of $5, and who change their minds and want the deposit returned, must send notice of same before January 20. Applications for accommodation should be made at once. Those who delay sending in will have little chance of getting the special rate.

In the advertisement of the Canadian Hardware Manufacturers' Exhibitors' Association in last issue it was stated that 6,000 of the blank application forms had been distributed. This should have read 60,000.

Cream rises to the top of milk. Cream is richer than milk. Cream men and women rise to top of the millions. Their minds and bodies are richer than the minds and bodies of the millions.



SHOW THE CLERKS.

If you entered a hardware store to make an enquiry about a certain article only to find that the clerk could not answer your questions intelligently would it not have a tendency to send you elsewhere to trade? One thing is certain you would not place as much confidence in the salesman as if he were able to answer your questions promptly and intelligently. It is very important that salesmen should be thoroughly acquainted with the goods they are asked to sell. The fault lies in many cases with the manager or the proprietor of the store. This fact, however, does not excuse the clerk for he should make it his business to find out all about the goods carried in stock. A salesman is badly handicapped when he does not know the selling points of the goods. The greatest trouble is generally experienced with new lines. Very often the travellers samples are shown only to the proprietor or buyer and the salesmen behind the counter are not given a chance to see the samples or hear the travellers' selling talk. The goods come in, are placed in stock and the clerk is left to pick out the selling points for himself. While many clerks are adepts at discovering these selling points, they are liable to overlook some point which if shown to a customer would often clinch a sale. It may not always be possible to allow the clerks to see the travellers' samples and hear his talk, but that should not prevent them from receiving all the information they desire. The trouble so frequently encountered even in the more progressive stores can be easily overcome in a simple manner. When a new line of goods is added, a new article introduced, or an improvement effected on an established line the men in the store can be called together for a few minutes. The device can be explained, its merits pointed out and each salesman should be allowed to express his views. By having a friendly conference the men will learn more about the goods in five or ten minutes than they might otherwise learn in several months. Store conferences need not occupy much time and they will prove to be time well spent. The information gleaned by the salesmen will help them to make more sales which in turn means more profits for the dealer.

A THOUGHTFUL SON.

Father and son were sitting on the porch step with the lawn mower a few feet away. They looked at each other. Then they looked at the mower.

"Dad," said the youngster, "you're getting too stout."

"Am I?"

"Sure. It's a pity, too. Jack Perkins told me yesterday that his dad had reduced his waist measure four inches."

"How?"

"Pushing the lawn mower."

There was a brief silence. Then son got up and went in the house for his tennis racket and dad arose and tackled the mower.

FEET ON THE PEDALS.

An automobile agent the other day told this one: "One of our agents sold a car to a skeptic, and was teaching him to drive. The pedals which control the transmission and the brake were explained to the new owner, with the instructions that when he wanted to do so and so he must press such a pedal.

"The old fellow said that he understood it all right and that the operation was very simple, but he was afraid to try to run the car by himself. When the agent asked him why he hesitated he said that he didn't believe he could manage the pedals.

"'You can see the letters on them and you know what they mean," said the agent.

"'Yes, I know all that,' said the old skeptic, but how can I tell what they are when my feet is on them?'"

REMARKS OF THE JUNIOR CLERK.

You can't always tell how much a man does by the way he hustles down to work.

* * *

In summer time prepare for fall, have you started to lay the foundation for your fall trade?

* * *

There's no power in knowledge unless you know how to put on the harness and hitch up.

* * *

Some men are so busy with their hammers that they are unable to hear the knock of opportunity.

* * *

If a man worries about his debts it's a sign that he is honest; the dishonest man lets the other fellow worry.

* * *

You'll never get to the front by following the crowd so forge to the front and let the crowd follow you.

USES OF TIN.

By far the greater part of the tin produced at the present day is used for the manufacture of tinplate. As it possesses the advantage of not being affected by acids, tinplate is used for making kitchen utensils and for the canning of food. Also, as tinfoil, it is used for packing tobacco, soaps, chocolate, and other articles that have to be preserved against atmospheric moisture, and for the metalling of mirrors. Tin is also extensively used in the manufacture of tin glazing, tin enamel, majolica and opalescent glass, and in the form of various salts for dyeing and other chemical industries. A most important application of tin is, of course, for the purpose of soldering, as, with the exception of the precious metals, there is no other metal which is so effective for this purpose. It is a matter for consideration, in view of the fact that tin is so indispensable, to note that its price in the last decades has risen so rapidly.

New Hardware Goods

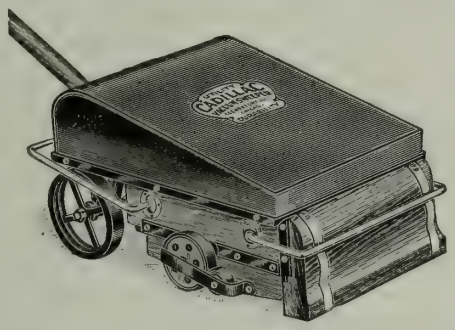
ARNOLD AUTOMATIC DAMPER.

The accompanying illustration shows the Arnold Automatic damper which is being offered to the trade by the Automatic Damper Co., Hamilton, Ont. These dampers are made in various sizes for stove and furnace pipes. It is claimed that the Arnold damper can be easily and quickly installed between the joints of the smoke pipe any distance from the stove or furnace but usually between the first and second joints. It is claimed that by using this damper you are able to light a fire and go away from it, leaving the damper to turn itself when the desired fire is obtained. The damper will open again when the fire begins to go down. The fire is under control night and day. It is claimed the stove cannot become over-heated during absence from the room. The damper can be set for any fire wanted and can be used on stoves or furnaces burning wood, straw, hard or soft coal. It is claimed that this damper prevents the burning out of flues, prolongs the life of the stove and provides uniform heat. There are no springs or batteries and it is claimed that the Arnold damper operates entirely

by the fire itself. The Arnold damper consists of two wings so balanced that the slightest breath of air (hot or cold) causes them to move in the desired direction. As the velocity of the draught operates it, the instant a furnace becomes too hot and the strengthened current of hot air rushes against it, closes it. Thus deprived of its nourishing draught, the fire must burn more slowly and the furnace consequently "cool off."

CADILLAC VACUUM CLEANER.

The Cadillac combination vacuum cleaner and carpet sweeper here illustrated is being offered to the trade by the Clements Manufacturing Co., 78 Duchess St., Toronto. The machine is built low in order that it may be used under beds, couches, etc. It weighs eleven pounds and contains three bellows. Power is generated from the axle in such a way that all the bellows are in action at the same time. The handle is adjustable to various positions. The dust box is made of metal. The brush is two inches in diameter and is held in position by a specially constructed spring. It can be used as a vacuum cleaner without the brush by



removing the carpet sweeper attachment. It is claimed that the dust bag can be easily removed and that no dust escapes during the operation of the machine. It is claimed that the machine runs without noise or vibration.

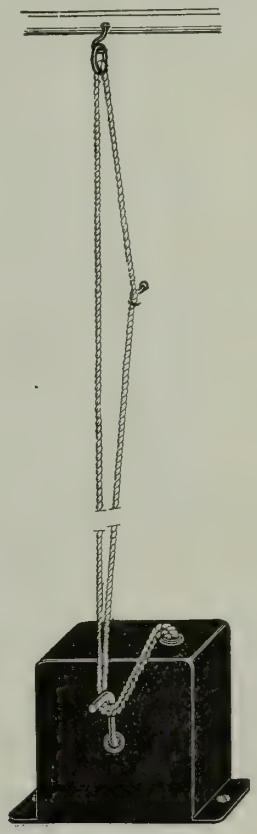
BANNER ASH SIFTER.

The Burrowes Mfg. Co., 611 King St., W., Toronto, Ont., are offering to the trade the new Banner ash sifter here illustrated. The sifter is 12 x 18 x 18 inches high, all parts including the screen are galvanized to prevent rust. The angle iron rockers are japanned. The ash can is made strong and handy for the garbage man. The following claims are made for the new sifter.

works quickly, easily operated and cleaned, no weight to lift, no handle to turn, simply rocks like a cradle. The sifters are crated in half dozens.

CLOTHES LINE AND REEL.

The accompanying illustration shows the Excelsior line and reel which is being offered to the trade by the E. Wilson Co., 211 Clyde Block, Hamilton, Ont. The case is made of steel, japanned. The line may be pulled out the desired length and attached to hooks which may be placed in various parts of



the room. When the line is pulled out and attached to the hooks, wind up to tighten and pass lines over handle to lock reel as shown in cut. It is claimed that the reel is always clean and will leave no line marks on articles. There are no springs to break and no automatic device to get out of order. The reels and lines are made in four different sizes. The smallest size is supplied with a 20 ft. line, tensile strength 60 lbs., and the larger size with a 65 ft. line, tensile strength 300 lbs.

Current News of Hardware Trade

Work Started on Store.

Copper Cliff, Ont. — Work has been started on the new store for the Cochrane Hardware Co. The new building will be a commodious structure, 30 x 85, two stories with full size basement.

Plate Smashed.

Castor, Alta.—When Magistrate Mathias, who keeps a hardware store, went to business one morning recently he found that three large sheets of glass in his store front had been smashed to atoms. A reward has been offered for the apprehension of the culprit.

Ingersoll Merchants Organize.

Ingersoll, Ont.—At a meeting held recently the local Retail Merchants' Association was re-organized with the following officers: President, F. McDougall; first vice-president, James McKay; second vice-president, W. Surplis; secretary, R. N. Thurtell; treasurer, W. I. Hogarth.

Growth of Vancover Firm.

McLennan, McFeeley & Co., Vancouver, will reincorporate with a capitalization of $5,000,000. The company was incorporated with a capitalization of $1,000,000. The firm since its inception has enjoyed a wonderful growth. The first store was built in 1886 but was burned out in the big fire. In 1888 they established a store on Cordova St. In 1895 they incorporated as a joint stock company with a capital of $250,000. In 1905 the company was reorganized on a bigger scale and capitalized at $1,000,000. The retail end of the business was dropped in 1908 and during that year they completed and occupied their splendid premises on Cordova and Columbia streets. In 1911 the company built another warehouse for heavy goods at Heatly and Alexander streets.

New Firms.

Ft. William, Ont. — The Varlow Foundries have incorporated.

Ft. William, Ont.—Wells & Dibbin, tinsmiths, have started business.

Acme, Alta.—Randall & Brown have started a hardware and grocery business.

Benson, Sask.—Honan Bros. have opened a hardware and implement store.

Edmonton, Alta. — The Edmonton Plate Glass & Mirror Co. are starting a factory.

Mawer, Sask. — The Mawer Hardware Co. are building a fine new store and will commence business here when it is completed.

Weyburn, Sask.—Geo. Lythgoe, who has been with Gallagher Walker, for over two years in the plumbing and heating business has opened a shop of his own on Souris Ave east of 4th St.

Fire Losses.

Athabasca, Sask.—Duecks' hardware has been destroyed by fire.

Louisville, Que.—L. A. Nobert, hardware, has suffered loss by fire.

Montreal, Que.—F. A. McReay's iron works and the United Paper Box Co. plant were destroyed by fire.

Moose Jaw, Sask.—T. Youngs' hardware, at Briercrest was burned to the ground. The loss is about $5,000.

Hamilton, Ont.—Fire in the machine and blacksmith shop of the Canada Steel Co., did damage to the extent of $20,000.

Companies Incorporated.

The Universal Paint and Varnish Remover Co., Tillsonburg, Ont., have obtained charter.

Mallinckrodt Chemical Works, Ltd., Montreal, Que., have incorporated. Capital stock $100,000.

The International Specialty Mfg. Co., manufacturers of polishes, etc., Bridgeburg, Ont., have obtained charter.

Business Changes.

Francis, Sask. — J. W. McLeod, Francis, Sask., is removing his hardware business to Limerick, a new town on the Weyburn-Lethbridge line of the C.P.R. Mr. McLeod opened a new store there last fall and now intends to unite the two.

Industrial Items.

Alliston, Ont.—The Defriez and Woodman plant has been purchased by Benedict and Proctor, Syracuse, N.Y.

Oakville, Ont.—A by-law was carried granting concessions to the Jas. Langmuir Co. who intend to build a paint, oil and varnish plant here.

Sarnia, Ont.—The Loughead Manufacturing Co. which recently entered the machinery field, intends building an addition on the river bank to cater to the marine trade.

Bradford, Ont.—A by-law was carried granting a bonus of $20,000 to Watsons, Limited, manufacturers of wire screens, Toronto, Ont., who are removing their plant to Bradford.

Personal Notes.

Montreal, P.Q.—R. J. Mathews, of North-East, Penna., was in the city late this week.

Montreal, P.Q.—T. Mortimer, manufacturers' agent, of Toronto, is in Montreal this week.

E. T. Dean, of Stewart and Wood, Toronto, is spending his vacation at Pinelands, Lake Joseph, Muskoka.

Alex. Milne, manager of the Burns Hardware Co., Vancouver, was married on July 23 to Miss Kate Robertson, of Calgary, Alta.

J. A. Berube, assistant manager of the Montreal branch of the McClary Mfg. Co., was in Ottawa early in the week.

Hardware and Metal is in receipt of a letter from Wm. H. Evans of Montreal, who has been in England for several weeks. Among the firms visited was that of Lewis S. Berger & Sons, Ltd. Mr. Evans was shown through the works by J. H. Garrow, managing director of the firm.

CONVENTION OF CARPENTER-MORTON CO.

Carpenter-Morton Company, of Boston, Mass., the Paint and Varnish people and manufacturers of Campbell's Varnish Stain, Cow-Ease and Colorite, held their annual salesmen's convention during the week of August 4th. All of the large selling force were called in, throughout the United States and Canada, to discuss trade conditions.

The demonstration on the merits of the several specialties and a talk on salesmanship, were given by M. Elton Vose, specialty sales manager, to bring each representative in closer touch with the manufacturing and selling methods of the organization.

There were several papers on business subjects read at the meeting also a talk on advertising by a representative from the J. W. Barber Advertising Agency, and demonstrations on the merit of the several specialties by salesmen, which proved a great success for this house, which is aspiring to get the greatest efficiency possible, together with a thorough understanding of the line for each salesman.

Two Sides to the Proposed Bulk Sales Act

Secretary of Retail Merchants' Association and Member of Parliament Who Introduced the Measure Express Their Views—Would It Be a Hardship to the Honest Trader?—Nature of the Bill Explained.

Ontario retail merchants are greatly interested in, and divided in opinion on, the question of a Bulk Sales Act. Whether this would work to the detriment or otherwise of the honest trader who wants to sell his business is the problem to be solved. Some hold to the opinion that a Bulk Sales Act, such as that thrown out of the Ontario Legislature recently is obnoxious in any form, whereas others think that such an act would not injure an honest seller and would ameliorate those conditions in a town which now follow the absconding of a dishonest man who sells his business and disappears, leaving creditors unpaid. Herewith are two opinions. One is that of the Secretary of the Retail Merchants Association, the other that of the Member of Parliament who framed the bill, each widely divergent.

A. C. McMaster, Esq.,
Solicitor,
The Credit Mens' Association,
Toronto.

Dear Sir:—In response to my promise to place in writing our objections to Bill No. 169, "An Act Respecting the Purchase, Sale and Transfer of Stocks of Goods in Bulk," we desire to say that we deem it better to deal with the general effect that the Bill, as at present drafted, will have upon the retail trade rather than take it up clause by clause. The motive for the bill seems to be an endeavor to attempt to secure through legislation some means to prevent retail merchants who have creditors, from selling out their businesses, or dealing with the equity that they have in their businesses, without the consent of any or all of their creditors, to whom they may owe more than fifty dollars.

In the first place we claim that the proposed legislation is inconsistent, inasmuch as it discriminates between the actions and the intentions of the large retail creditors, and the small ones, and it endeavors to fasten a law with regard to the disposition of merchandise, or one class, and it allows other classes to dispose of their property as they may deem proper. In this sense it is class legislation.

The Question of Character.

The basis of all credit for centuries, and for all times to come is character, and this proposed legislation seems to be an endeavor to overlook or neglect the character of the debtor, and by means of legislation it proposes to make all men honest.

In a recent statement made by J. P. Morgan before the Pujo inquiry, he said, "I know lots of men—business men, too—who can borrow any amount, whose credit is unquestioned, because people believe in the man." "I have known a man to come into my office and I have given him a cheque for a million dollars when I knew he had not a cent in the world. Commercial credits are based on the possession of money or property, or character: **The first thing is character.** A man I do not trust would not get money from me on all the bonds in Christendom. I think that is the fundamental basis of business."

The object of this Bill seems therefore to be, to take chances on character, when goods are being sold, and credit obtained; but to take no chances on character when the goods which were sold on credit and based on character are to be sold in "Bulk."

All honest retail merchants are in full sympathy with any movement that will prevent fraud and deception, but this Bill assumes that all retail Merchants are dishonest, and if it is made law it will place a tax, in the way of a trustee's commission, on every one thousand honest retail men, in order to set a trap to endeavor to catch one thief.

Quantity of Fraudulent Sales.

As to how far fraudulent sales have taken place among the retail trade we are not prepared to say, but we know of very many cities and towns where nothing of the sort has occurred for over twenty-five years. If the evil is increasing, the cause may lie with the wholesalers and manufacturers giving credit where credit should not be given.

On the other hand, if the evil of fraudulent selling, with the intent to defraud creditors, is increasing, it certainly does not reflect on the ability of the administrators of our Criminal Law, and we do not think that anyone can charge them with being neglectful of their duty.

The whole measure—judging it from our view-point, is lop-sided, and it has been framed with perhaps good intentions, but with a sad lack of knowledge of the conditions of the retail trade. According to its provisions, it would be a criminal act, for any retail merchant who had creditors, to sell his entire stock out, in one sale, without their consent; but to sell it out in piece-meal and in individual articles, and at bargain sales, and demoralize the retail prices in a community, it would be perfectly **legal.**

Then again, if this Bill becomes law, and the wholesalers feel that they are safe under it—and we think they will not be as safe as they think—it will be the means of producing an army of wholesalers and jobbers, and greatly stimulating the extension of indiscriminate credit, and price-cutting and price demoralization will be worse than ever, to the detriment of the legitimate, honest retail trade, many of whom are struggling hard to pay their wholesale accounts.

Another strong objection we have to the Bill is that it will prevent an honest retail merchant who has creditors, selling his business to any advantage to himself. Through sickness or other cause a merchant may advertise his business for sale and his equity may be forty per cent., the other sixty per cent. he may owe to his creditors. A purchaser under the proposed Act may lead him on with the promise to buy until he received a list of his creditors, and having this in his possession, he would immediately have a club whereby if he so desired he could force the merchant to come to his terms and the result may be the wiping out entirely of the equity, as well as the good-will, and perhaps a valuable lease of the property.

Conference Suggested.

We feel certain that the intention of the promoters of this Bill is to endeavor to overcome an evil in the trade, but as the Bill is now drafted the remedy is worse than the disease, and we would again strongly urge that a committee from all those who are interested in this Bill get together and endeavor to prepare a measure that will be satisfactory to all.

Speaking for our Association we will be pleased to do our part on such a committee, and we hope that you will ask that the Bill be withdrawn this session, otherwise we shall strongly oppose it.

On behalf of your Executive Board,
Remaining
Yours Truly,

E. M. Trowern, Secretary.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full Reports Dealing With Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

There is little change in market conditions this week. There is a good seasonable demand for all lines of hardware. Prospects for fall are good and a large volume of business is expected. This being the holiday season, a large volume of business is not looked for. Very few price changes have occurred, but where changes have taken place they have been mostly in an upward direction. A fair volume of business is being done in metals and the general situation is sound. Paint manufacturers and jobbers are busy. Linseed oil has advanced in price. Corn brooms are advancing. Copper and spelter have also advanced in price and continued firmness in copper is expected by some dealers. Builders' hardware is in good demand, especially in the cities. Some of the smaller towns complain of lack of building. Conditions are very fair and with good crops there should be a heavy fall trade.

MONTREAL.

Montreal, Aug. 13.—A good healthy feeling prevails throughout all branches of the hardware business this week. As is usual at this season of the year, trade is dull, and orders largely either sorting or early placings for fall and winter goods. But this easing off is simply what is looked forward to every year, and in no way a cause of complaint. On the other hand, many departments report an increase for season over corresponding season of last year, which was their biggest year on record.

Crop reports from the West have been exceedingly encouraging. This week, which is considered the most dangerous of the year, has witnessed no frosts to date, and as the cool wave has passed, anticipations are now more hopeful than ever. Whether the bumper wheat crop will clear conditions altogether is a question, but it is sure to cause a marked letting up in the money stringency.

Copper Advances.

In the metal markets this week main interest centres about copper, which is ever on the upward trend. Casting ingot this week advanced to $17.00 per ton, a jump of 25 cents, and holds quite firm at that level.

On primary market price has advanced also, to-day closing at £69 15c, as compared with £67 15s of last Wednesday. New York Lake copper has also gone up 50 cents to $16, and casting up 60 cents to $15.55. As there is no sign as yet of the strike letting up, firmness is likely to prevail, and even higher levels yet be reached.

Copper and Brass Goods.

As yet no change has been made on prices of copper and brass tubing, but if copper advances much more jobbers claim they will have to put up prices. Should this further advance in copper take place, it will practically mean that all bibcocks, double bibcocks, and all brass and copper plumbing goods will go up. Makers are now paying about a cent more for their copper per lb. than last week, and are likely to advance prices in their turn to balance this extra expenditure.

Copper Ware.

An advance in copperware also would not give any great surprise. Jobbers advise booking up of orders in anticipation of greater firmness in the market.

Tin Firm.

During past week tin has been doing a lot of fluctuating, running as high as £189 17s 6d, and again to £190, but closed firm to-day at £188, the price of week ago. A good healthy feeling prevails throughout all markets, Montreal still continuing to quote $45.

Lead Steady.

Again lead market holds practically unchanged, closing to-day at £20 10s, a drop of 5s on the week, but with a good healthy feeling prevailing. No change has been made locally, but prices are being firmly maintained.

Spelter Unchanged.

Primary market closed to-day at £20 15s, which, compared with prices of week ago, shows advance of 5s. Market in States has also been moving upward. Locally prices hold at $6.75 per ton.

Iron.

To-day's close was again £55, that of last week, and also Wednesday previous. Market continues to hold quite strong, but without great fluctuations.

Builders' Hardware.

No particular boom is being felt in builders' hardware, but in spite of the fact that building permits are below the average this year, sales are right up to the level and give no cause for harping on the hardness of the times. Flats and tenement houses under construction this year are locally as nothing compared with the last three or four years, but even yet the bulk of sales does not appear to have been affected.

Sporting Goods.

All lines of guns and ammunition continue to move freely, and occupy a prominent place in the shipping rooms of the wholesale hardwares. In another two weeks the hunting season will be opening in full swing, and those who wish to make a brilliant finish can do so only by thorough grinding from the start.

Some call has already been heard for fall sporting goods, such as Rugby and football accessories, but as yet the movement has not been marked. However, it is only a short time now till the season opens, and an early featuring of these goods cannot be harmful.

Furnaces.

Heavy ordering on the part of some retailers has already begun. For the past two or three years people have been unable to get deliveries on time when they wanted them most, and are now coming to consider the problem not one of price, but of getting the goods early and having them when customers want them. Travellers report that this is to be a good fall for furnaces, especially throughout Quebec and the Maritime.

Stoves have not been moving quite as rapidly as furnaces, but in them there has also been an early start made, and, judging from the hopeful anticipations of manufacturers, "brisk" will be the term applied to business very shortly, and for some time to follow.

Garbage Cans.

With a returning from summer seaside homes to restricted city life, and a desire to see clean back yards, orders for garbage cans have again been mounting up. The fall should be a good season to push these lines hard.

Soil Pipe.

Deliveries on soil pipe are becoming more delayed than ever. Jobbers advise

that anyone having a big job coming through and requiring any quantity get their orders in early, so as to receive shipments at anything like the time desired. Market also is firm, with conditions bidding fair for an advance before long.

Advance in Brooms.

Owing to dry weather corn crop in South has fallen far below average, and as a result all grades of corn brooms right from fourths to superfine have this week witnessed an advance of 25 cents per dozen. Opinions differ as to future, but all agree that further advances are pending. Some claim that these will total altogether to 50 cents, some to $1, before any great length of time expires. At present orders will not be accepted for delivery more than 30 days ahead by American manufacturers.

TORONTO.

Toronto, Aug. 14.—There is no change in the hardware situation this week. Business keeps up well for this season of the year and all eyes are turned towards the fall trade. Prices are being well maintained and very few price changes have occurred. The demand for summer lines has dropped off. Harvest tools, twine, oils, etc., are in very good demand. Mail orders are coming in freely. Spring booking has commenced. A number of travellers will be in during the exhibition as large numbers of hardware dealers are annual visitors at exhibition time.

Paint manufacturers and jobbers are busy and they report that business is in good condition for this season of the year. Linseed oil has advanced and turpentine has declined in price. Lead remains unchanged. A large number of fall paint orders are being sent out.

Stove manufacturers report business as being seasonably quiet, but prospects are good for a large fall trade. Merchants are ordering fall goods freely. Crop reports from most sections of Ontario are very encouraging.

The metal market is in much the same condition as last week's. Copper has advanced one-half cent per lb. Spelter has advanced slightly and other metals remain unchanged. The general situation is sound and a fair volume of business is being done. Inquiries have been coming in during the past week for pig iron. These inquiries have mostly been from stove manufacturers. Quotations remain firm.

Advance in Copper.

Copper has taken another jump of ½ cent per lb., and is quoted in Toronto at prices ranging from 16.75 to 17.10.

Spelter has advanced 5 cents per 100 lbs. Lead remains unchanged and is quoted locally from 5.85 to 6.00. Tin remains at last week's quotations, the local quotation being 45½c. lb. Solder is quoted from 27½c. to 28½c. Wiping solder ranges from 25½c. to 26½c. lb. Ingot aluminum is quoted at 21c. per lb. and pattern aluminum at 23c. per lb. Lead pipe is quoted at 7½c. lb. less 5 per cent.; lead waste pipe 9c. less 5 per cent. Traps and bends 40 per cent. Iron pipe remains unchanged at prices shown in current market quotations. Iron and steel are unchanged.

Caution is still being observed in buying and the business being done is mostly in small lots. Taken all round conditions are satisfactory for this season of the year.

Rope and Twine Unchanged.

Quotations on rope and twine remain stationary. There is no scarcity of twine and rope as reported in some newspapers. Re-orders for twine remain the same as those shown in current market quotations. Reports show that receipts of Manilla hemp are less than half the receipts of the corresponding period of last year. The price of Manilla hemp is again advancing and it is difficult to obtain high grade hemp. Pure Manilla rope is quoted in Toronto at 17c. base; British Manilla and African hemp 13c. base; Sisal 12c. base.

Wire Nails, Etc.

Wire nails are still quoted at $2.25 base and are in fair demand. Barb wire remains at $2.42½. Poultry netting for spring is quoted at 50—10 per cent.

Stoves and Kitchenware.

Trade is seasonably quiet but prospects are good for a large fall business. Gas ranges and oil stoves are still in good demand. The demand for refrigerators, ice cream freezers, etc., has fallen off considerably. Enamelware, aluminumware and tinware are in good demand, especially utensils for use in preserving. On account of the firmness in copper it is expected that there may be an advance in the price of copper goods. A large number of stove manufacturers will have exhibits at the Canadian National Exhibition to be held in Toronto, Aug. 25 to Sept. 6. Many of the exhibits will be set up next week and a large number of travellers will be in attendance in the various booths at the exhibition. Furnaces are in good demand at present. The future outlook in the stove trade is very bright.

Advance in Copper Rivets.

Copper rivets have advanced in price. The new lists and discounts appeared in last week's issue.

Fall Goods.

Many orders booked for fall delivery are now being shipped and include lanterns, ammunition, blankets, cow ties, and other fall lines.

Axes, Handles, Etc.

A large number of axe handles have been booked for fall delivery, the discount is still 40 per cent. Single bit axes range from 6.75 per dozen to 9.50 per dozen. Double bit axes from $10.50 to $12.00 dozen.

WINNIPEG.

The business situation continues to steadily improve as day by day harvest approaches. This week will see considerable cutting done of all kind of grain in Manitoba and harvest will be general next week. Saskatchewan, on the whole, will be a week later than Manitoba.

Wholesale hardwaremen report a satisfactory volume of business and a general inclination on the part of retailers to carry somewhat heavier stocks. Builders' supplies are not as active as last year but it is hoped that a great deal of building will be undertaken in Western towns once the crop is safely harvested, residential and apartment building is being pushed vigorously in the city and the city demand for building material is good and likely to be for a considerable time.

Harvest tools and fall sporting goods, guns, ammunition, etc., have been moving quite freely and there is a very fair demand for general shelf hardware, electrical fixtures, interior finishings and ornamental metal work.

In heavy hardware and metals there are some changes in prices, lead pipe, pig lead, and shot have advanced and it is expected that there will be shortly a revision of galvanized iron in the way of a reduction in the near future. There is a good demand for cement and for reinforced concrete, steel, the output of the latter from the local iron works is steadily increasing. Metallic ceiling is a line steadily gaining in favor for store finishing, and sheet metal works report the demand for their products as steadily increasing. Supplies are much easier to obtain than at this time last year. As usual, at this season, boiler tube and plate have been in brisk demand.

Paints and oils continue to move freely and there is a little more activity in window glass. There is a very large amount of both inside and outside work for painters in sight and sign painters report no lack of business.

In stoves, things are quiet and there is a general tendency on the part of the trade to hold off for the present. A good fall business is anticipated. The fall trade in the city in furnaces and heaters will undoubtedly be important as some 3,000 houses are now nearing the finishing stage.

Methods of Retailing Paints and Varnishes

Featuring Paint on Special Occasions

Paint Floats are Often Used in Local Parades With Good Results—The Fall Fair is an Especially Good Time to Make an Effort to Interest People in Paints and Household Specialties.

There are many special occasions during the course of a year in which many opportunities are offered to hardware dealers whereby they have an opportunity of demonstrating, displaying or otherwise advertising their wares. These occasions present themselves from time to time and offer chances for the dealer to gain publicity if he will only take advantage of them. Special holidays or events are often celebrated and the dealers in the town or city are asked to take part. It is customary in some places to have annual parades and dealers are invited to have floats in the parade. In some towns special prizes are offered for the most attractive floats. This method of advertising is often used by hardware dealers who show the public that they are doing their share to make the parade a success. At the same time they are advertising the products they have for sale. These floats are not always confined to the display of any one line, but in many cases we find that paint is specially featured and some floats are devoted entirely to the display of paint. Very fine displays can be arranged with the attractively labelled containers in which the paint is put up and the liberal supply of attractive banners, show cards and other advertising matter supplied by the manufacturer. The expense connected with arranging a paint float is reasonably small and the delivery wagon owned by the merchant is generally used for the occasion. The public always take notice of a display of this kind and if the brand of paint is prominently shown it creates an impression on the mind of on-lookers that is not soon forgotten.

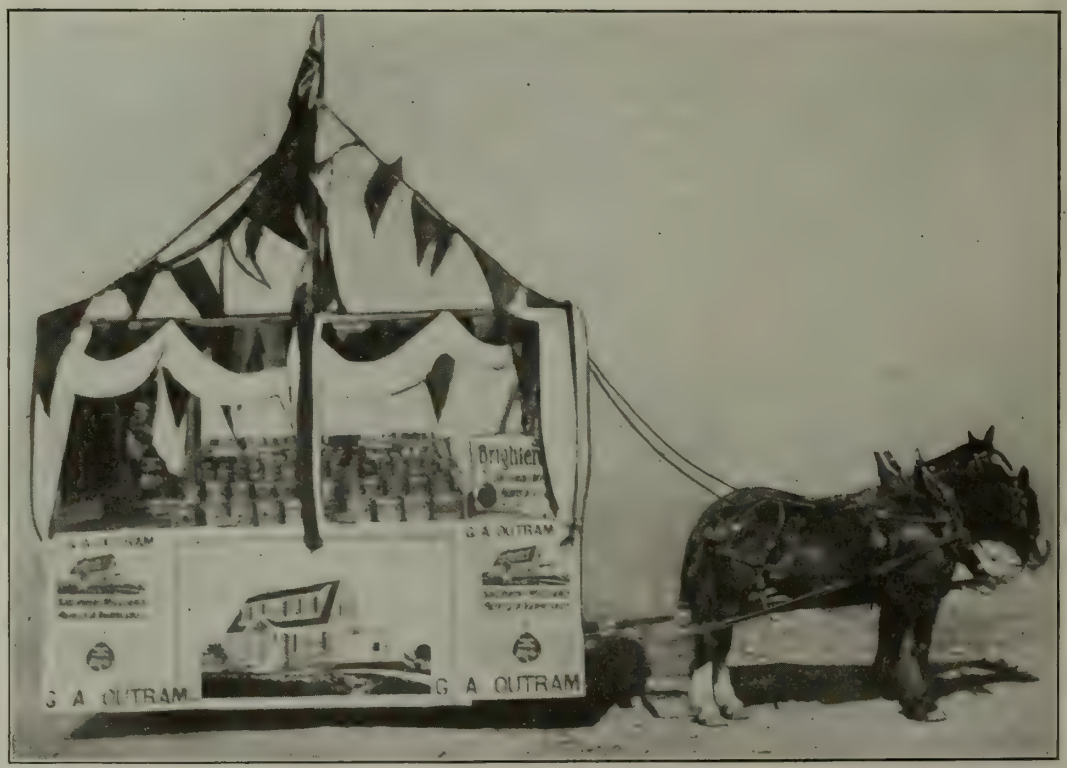
Another special occasion which offers a good opportunity for the display of paints is the annual fall fair. For the next two and a half months fall fairs will be numerous in all sections of Canada. Each locality takes pride and a great interest in its fall fair and farmers especially come in from miles around where the fair is held. They are always interested in the displays and are nearly always willing to take home any circulars or souvenirs which may be distributed.

Some hardware dealers take advantage of these fairs and make displays of paints and other lines carried in the hardware store. Some of these displays are very creditable ones, indeed, and in many cases prove to be good business bringers for the dealer.

It is a good plan to have one or two thoroughly experienced paint salesmen in attendance at the exhibit who can answer all questions intelligently. Samples of work done with the paint on display are also interesting and will attract attention.

A few strips of flooring finished up with the various kinds of floor finishes will attract the attention of the house-

(Continued on page 52.)



Paint float used by G. A Outram, Port Hope, Ont.

FALL SEASON is GLASS SEASON

Builders and contractors in every part of the country are doing their best to close in their buildings to facilitate work during the winter months. Then comes the demand for window glass. Delays must not be allowed to occur, and delivery must be made immediately on receipt of orders. If you cannot give these people the service they demand, you will lose their present and subsequent business.

HOW IS YOUR GLASS STOCK?

Are you ready to cope with this fall trade? If you are not we can put you right. Our stock is the largest in Western Canada. We handle only highest grade window glass; but you can secure this from us, without delay, at the price you will pay other dealers for ordinary glass. Now is the time to prepare for this business. Get your stock into shape and let us fix you up. We will be pleased to suplpy you with our price lists.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
Winnipeg

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

Luxeberry Wood Finish

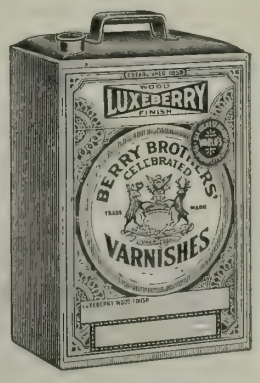
This famous Berry Brothers' product gives the best results in general interior finishing and is unequalled for producing a handsome and durable finish on all woods.

It develops and preserves the grain and can either be left in the natural gloss or rubbed and polished as may be desired.

Even the water and slime of the recen t Ohio Floods failed to dull the brightness of Luxeberry Wood Finish in homes where it had been used. Soap and water soon restored the immaculate finish on the wood work.

It combines beauty with its famous wearing qualities and will not crack or fade like ordinary varnish.

For finishing floors use Liquid Granite—the superior floor varnish.
Send for our interesting and instructive free booklet.



BERRY BROTHERS (Incorporated)

Established 1858

Largest Varnish Manufacturers in the World.

WALKERVILLE, ONT.

Weekly Market Report --- Paints

MONTREAL.

Montreal, Aug. 13.—From every standpoint paint business is looked upon by manufacturers and jobbers as most satisfactory for season. Building has dropped off to quite a marked extent, but in spite of that demand for glass has been good and shows every indication of so continuing.

Linseed Oil.

Conditions in linseed oil market are practically unchanged from week ago Crop reports on flax are still encouraging, but so heavy has been the demand for oil, and so firmly are prices being held on futures at primary sources, that there would appear no prospect for any easing up in the market. On the contrary, margin now is claimed to be so small that it would appear only a matter of time until all dealers agree to raise the price.

Turpentine.

Prices quoted are still 56 and 57 cents for single barrel lots. With Southern turpentine selling at this price dealers express the opinion that other grades have little chance for making sales. At the same time prices now show no sign of declining, but rather a tendency in the opposite direction.

Glass.

Glass market still continues firm, and shows every indication of an advance. Primary markets have been advancing right along, and with no control of the situation from this end, dealers have had to pay the price quoted in every case. Demand locally has been good. Earlier in the summer dealers feared that the money stringency might cut down demand greatly by decreasing the amount of building permits, but so far such has not proved the case.

Putty continues in heavy demand, so that manufacturers find they cannot turn it out fast enough. Anticipations are for a shortage again this fall, if present conditions continue to rule as the putty season advances.

TORONTO.

Toronto, Aug. 14.—The paint business continues to hold up well and a good volume of business is being done. Mail orders are coming in freely and in many cases are large in size. Some firms report that fall business is opening up already and that prospects are exceedingly bright for a large fall trade. Booking for fall delivery has been heavy and in many cases has passed the expectations of the travellers. The manager of a large retail hardware concern which does an exceedingly large business in their paint department, stated to a representative of Hardware and Metal this has been the best year for paint that they have ever experienced and that their fall order for this season is the largest fall order they have ever placed. The firm have been in business for upwards of forty years and follow the paint business up closely. Other retail firms also report a large paint trade and expect a good volume of fall business.

Many of the manufacturers are preparing exhibits for the Canadian National Exhibition which opens Aug. 25.

Linseed oil has taken another jump in price, while turpentine has declined.

FURTHER ADVANCE IN OIL.

Just as we are going to press we have received word that linseed oil has taken the expected advance and that the price in Toronto is now 65c *per gallon for raw linseed oil in single barrels and* 68c *for boiled linseed oil in single barrels.*

Lead, glass and putty remain unchanged. As reported in previous issues the turpentine market has been weak.

Advance in Linseed Oil.

Linseed oil has taken another advance of 1 cent per gallon and the ruling prices are now 63c. per gallon in single barrels for raw linseed oil and 66 cents per gallon for boiled oil in single barrels, The usual quantity reductions are allowed. If the price of flax seed continues to advance it is altogether likely that a further advance will take place next week in the price of oil.

Decline in Turpentine.

Turpentine has declined 1 cent per gallon and is now quoted in single barrels at 55 cents per Imperial gallon; 2 to 4 barrels 54c. per imperial gallon.

White Lead.

Toronto quotations on white lead remain unchanged. Quotations are 8.20 in ton lots and 8.40 in less than ton lots. Orders are being taken at these prices for shipment up to Oct. 1st.

Glass and Putty.

The demand for glass and putty is picking up nicely. Quite a number of import orders have been delivered. Glass is quoted at 15 per cent. Standard putty in casks $2.50 per 100 lbs.; 2.70 in 100 lb. drums; 3.00 in bladders.

Ready Mixed Paints.

Trade in these lines is good and there is a steady demand for many lines of ready mixed paints. Fall booking has been exceptionally good and quite a number of orders are now being shipped.

FEATURING PAINT ON SPECIAL OCCASIONS.

(Continued from page 50.)

wife. Some part of a buggy finished with buggy paint will prove interesting. to the farmer. The householder will exhibit considerable interest in outside painting materials, and a few shingles finished with various colors of shingle stains will also prove interesting. A length of stove pipe showing one-half in a rusty condition and the other half finished with a good stove pipe enamel will make the onlookers think of the pipes they will have to enamel this fall. These articles and many others may be shown in the exhibit and they will help to prove that one example is worth many arguments. Many of the visitors will make enquiries and their names should be taken by the men in charge of the booth.

These names should be put on the list of prospects and followed up systematically. Literature can also be handed out but indiscriminate distribution of expensively gotten up literature should be discouraged. If care is taken the color cards and other matter can be placed in the hands of people who will not destroy the advertising material but will use it to good advantage when in need of painting material later on. Some dealers make a practice of demonstrating various lines at the fairs and state that the results are very satisfactory.

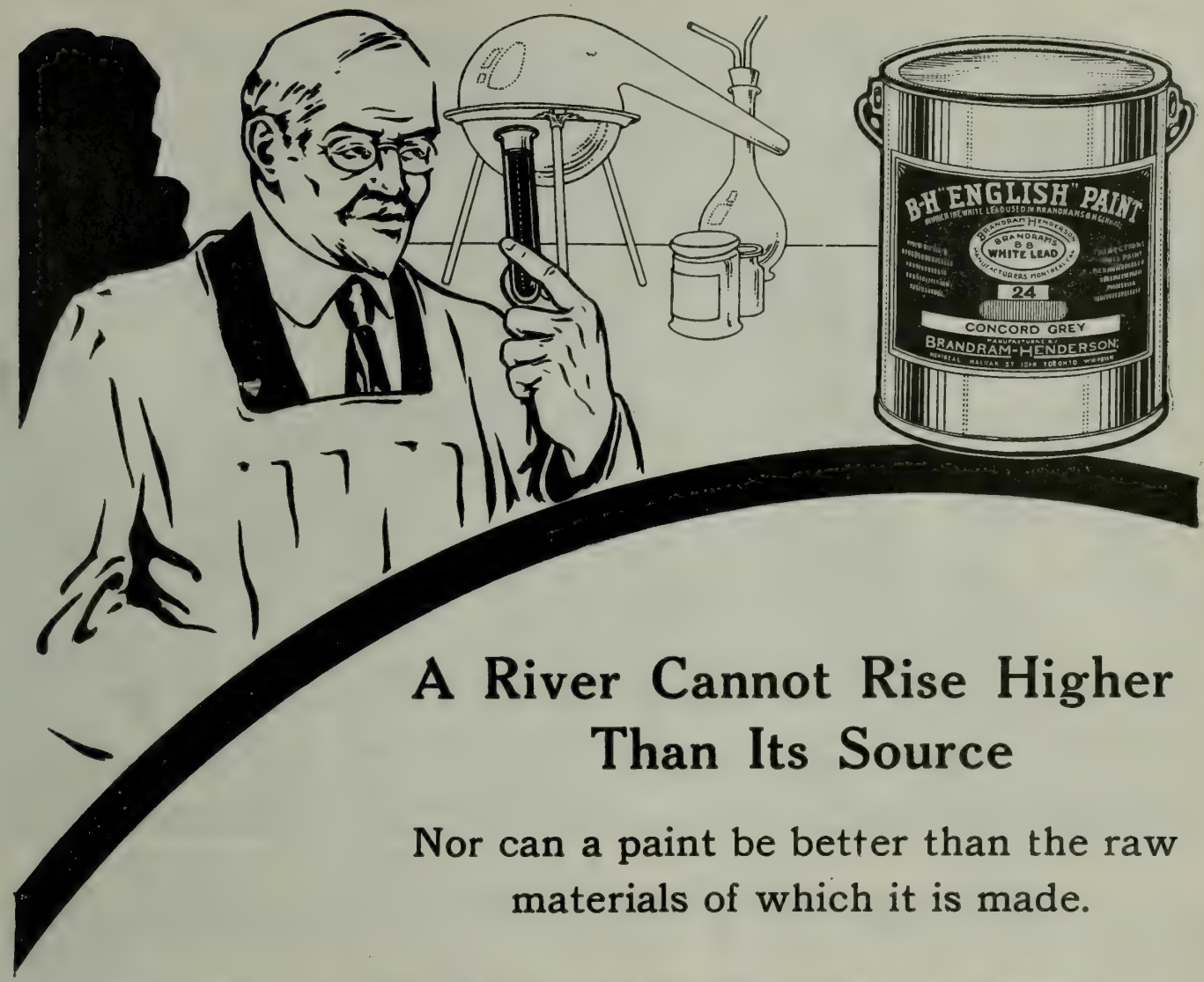
The accompanying illustration shows a paint float arranged by G. A. Outram, hardware merchant at Port Hope, Ont., for a special occasion.

TRADE NOTES.

Orangeville, Ont.—The Adamson Hardware Co. intend to secure temporary quarters until their store, which was damaged by fire, is refitted.

Harry Everest, of Preston, has joined the sales staff of the Metal Shingle and Siding Co.

Arlington Rafuse, of Sackville, N.B., has gone to Sydney, C.B., where he has taken a position as foreman in the stove foundry of Shaw & Mason.



A River Cannot Rise Higher Than Its Source

Nor can a paint be better than the raw materials of which it is made.

B-H "ENGLISH" PAINT

is positively guaranteed to be made with white base containing 70% Brandram's B. B. Genuine White Lead and 30% Pure White Zinc, ground in pure Linseed Oil. This is the fact; and everyone who understands paints, knows that this combination cannot be equalled in durability, brilliancy and covering qualities.

So far as the dealer is concerned, it sums itself up to this: B-H "ENGLISH" PAINT being admittedly the most durable paint on the market, is naturally the most economical in the end. It is therefore the best selling and most profitable paint for the dealer to handle. You may sell a cheap paint to a man once. It takes a good paint to make a steady customer of him.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb.$10 25 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

"Alonzo W. Spooner, Ltd." Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.
Nicoluminam Grades, No. 1, 2, 3.
Babbitt Metal Grades, No. 1, 2, 3.
Prices, 6c—60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2½ "	12 25	11 00
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 80
" " 4 "	19 80	19 00

BRASS.

Spring sheets, up to 20 gauge	0 26
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.

Standard Compression work, 60 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.

Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.

J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.

Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal	Toronto Per 100 lb.
Casting ingot	17 00	16 25
Cut lengths, round bars, ½ to 2 in.		26 00
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		28 00
Copper sheet, tinned, 14 x 60, 14 oz.		29 00
Copper sheet, planished, 14 x 60, base		36 00
Braziers', insheets, 6 x 4		28 00

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summerlee, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	.....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06¼	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 65
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	3 10	3 00
All bright, 52 sheets	3 70	4 15

Galvanized—	Apollo D.	Crown	Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x80	8 90	8 90	9 50
20x28x80	9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 75	3 60	3 75
22-24	3 90	3 75	3 90
26	4 15	4 00	4 15
28	4 40	4 25	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Buttweld Pipe.

Size.	Black.	Galvd.
¼ in.	2 28	3 16
⅜ in.	2 28	3 18
½ in.	2 72	3 57
¾ in.	3 28	4 43
1 in.	4 85	6 55
1¼ in.	6 56	8 86
1½ in.	7 84	10 59
2 in.	10 55	14 25
2½ in.	16 67	22 52
3 in.	21 80	29 45
3½ in.	26 22	35 42
4 in.	31 07	41 97

Standard Lapweld Pipes.

Size.	Black.	Galvd.
2 in.	11 66	15 36
2½ in.	17 26	23 11
3 in.	22 57	30 22
3½ in.	27 14	36 34
4 in.	32 16	43 06
4½ in.	36 20	48 90
5 in.	42 18	56 98
6 in.	54 72	73 92
7 in.	80 92	109 50
8 in.	97 92	132 50
9 in.	117 30	162 20
10 in.	140 10	189 50
12 in.	172 40	238 30

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 75; malleable lipped unions, 65.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60; fittings, 60 and 5 p.c.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30. $1.15; 18x36, $1.95.

Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:	Montreal	Toronto
Heavy copper and wire, lb	0 11½	0 11¼
Light copper & Bottoms	0 10½	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 50	5 50
Imported pig, per 100 lbs.	5 50	5 50
Bar pig, 100 lbs.	5 75	5 85
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guarant'd.	0 27½	0 28
Wiping	$..0 25½	0 26

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb.	6 75	7 00

TIN AND TINPLATES.

	Montreal.	Toronto.
Lamb and Flag and Straits— 56 & 28-lb. Ingots, 100 lbs.	45 00	0 44

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

"Dominion Crown Best"—Double.

COATED, TISSUED.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base	[illegible]
20x28, double box	[illegible]

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	8 25
I X, Terne Tin	9 75

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet bxs.)
XX, 14x60, 50 sheet bxs.) 7 50
XX, 14x65, 50 sheet bxs.)

TINNED SHEETS.

72x30 up to 24 gauge, case lots	8 50	....
72x30 up to 26 gauge, case lots	8 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.35; No. 14, $2.40; No. 15, $2.50 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Other sizes, 50 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and papernigs 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅝, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

PAINTS, OILS SAND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.80
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.90

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

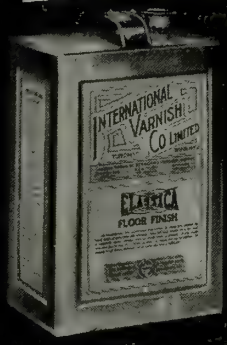
TWO PROFIT PRODUCING SPECIALTIES

REVIVES & RENEWS OLD FURNITURE & WOODWORK

ENDS ALL FLOOR TROUBLES

TRADE ELASTICA MARK

FLOOR FINISH



Lacqueret

THE HOUSEHOLD LACQUER

The one perfect Floor Varnish

INTERNATIONAL VARNISH CO. LIMITED
TORONTO WINNIPEG

BRINGS BIGGER BUSINESS BETTER PROFITS

There's a "Spic and Span" finish—a Paint, Varnish, Stain, or Enamel to renew everything throughout the home.

Quick-Sellers

SPIC AND SPAN
SERVE BEST
FINISHES

Profit-Producers

They will be extensively advertised—their merits will be favorably known to many people right in your town.

May we tell you more about "Spic and Span"?

THE MARTIN-SENOUR CO., Limited

CHICAGO MONTREAL LINCOLN
HALIFAX TORONTO WINNIPEG

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.		Per lb.
French medal		0 14
German common sheet		0 10
German prima		0 17
White pigsfoot		0 21
Brantford medal	....	0 10
" golden medal	....	0 11
" brown sheet	....	0 10
" Golden sheet	....	0 13
" Gelatine	....	0 22
" white gelatine	....	0 22
" white glue	....	0 12
" 100 flake	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	....	0 13
XL	....	0 11½
CL	....	0 12
C	....	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb.	0 20½
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb.	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb.	0 23¼
In ½ lb. pkts., 100 lb. cs, lb.	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs	0 08¾

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)		1 60
"New Era" house paint (Windsor)		1 85
Benj. Moore Co.'s "Egyptian" Brand		1 50
Moore's pure linseed oil, H.C.		1 65
Brandram-Henderson's "English"		2 00
Ramsay's paints, pure		1 80
Ramsay's paints, Thistle		1 60
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co.		
Jamieson's Crown and Anchor brand		1 60
High Standard		2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.

Standard	Montreal	Toronto
Bulk, in casks	2 30	2 50
Bulk, 100 lb. drums	2 50	2 70
Bladders, in bbls.	2 80	3 00

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.	5 90	5 75
No. 1 kegs, per 100 lbs.	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15
U. S. Water White	17	15½
U. S. Pratts Astral	21½	17½
Castor Oil, per lb. in bbls.	8¼	8½
Black Oil, Summer	12c	12c
Black Oil, Winter	14	14
Cylinder Oil, Green	35	35
Parafine Oil	22	20
XXXX Machine	22½	21
Benzine	27½	24½
Motor Gasoline, in drums	24½	24½
Motor gasoline	27½	25
Pure turpentine, single bbls.	56	55
Linseed Oil, raw, single barrels	60	63
Linseed Oil, 3 to 5 bbls.	59	62
Linseed Oil, 6 to 9 bbls.	59	61
Linseed Oil, boiled—single bbls.	63	66
3 to 5 bbls.	62	65
6 to 9 bbls.	62	64
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots	7.25	8.00

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps, brown japan	1 00
No. 1 brown japan	0 90
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 30
B.H. Ltd. "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure.	8 25	8 20
Crown and Anchor, pure.	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 00
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

ANVILS.

Buckworth, per lb.	0 10¼

AMMUNITION.

"Dominion' 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits	30 and 10
Irwin's auger	45
Gilmour's auger	70
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr.		0 80
Richards Wilcox No. 117 P.D. Hanger, full set		2 75
Stearns wood track		Special
Zenith	....	9 00
Atlas, steel covered	5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin angers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common, new, $1 list.	
Carriage Bolts, ⅜ and smaller	60 & 15
Carriage Bolts, 7-16 and up	55
Carriage Bolts, Norway Iron ($3 list)	55 & 15
Machine Bolts, ⅜ and less	65 & 5
Machine Bolts, 7-16 and up	57½
Plough Bolts	55 & 5
Blank Bolts	57½
Bolt ends	57½
Sleigh Shoe Bolts, ⅜ and less	55 & 10
Sleigh Shoe Bolts, 7-16 and larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes	4c per lb. off
Nuts, Hexagon, all sizes	4¼c per lb. off

Stove rids, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll	0 95
O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll.	0 62
Tarred Fibre, No. 2, 400 ft. roll.	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll	0 42
Asbestos Building Paper, p. cwt.	3 25
Heavy Straw, plain and tarred, per ton	36 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 60	3 00
2 Ply Ready Roofing, per sq.	0 75
3 Ply Ready Roofing, per sq.	0 95
2 Ply Ready Roofing, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000.	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	31 00
Fire clay (Scotch), net ton	....	5 50
Fire clay (American), net ton	5 00	10 00

CHALK AND PENCILS.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr.	2 40	6 75
Crayons, per gross	....	0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

12 in., doz. prs.	4 65	4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case	4 50
8 lb. size, 2 doz. in case, case	7 20
17 lb. size, 1 doz. in case, case	6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths	3 45
3 " " "	4 20
4 " " "	5 53
5 " " "	7 60
6 " " "	9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 per cent.
Copper tea and coffee pots, 40 per cent.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

ALEX·McARTHUR & CO·
LIMITED
MONTREAL.
REGISTERED
TRADE MARK
DIAMOND

F. J. COX, Winnipeg—Agent

Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade.

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.
A strong selling point aside from its durability is that it keeps the **house cool in summer and warm in Winter. Investigate** at once. **Get our Prices.**
We also manufacture a full line of wrapping papers.

RED S BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

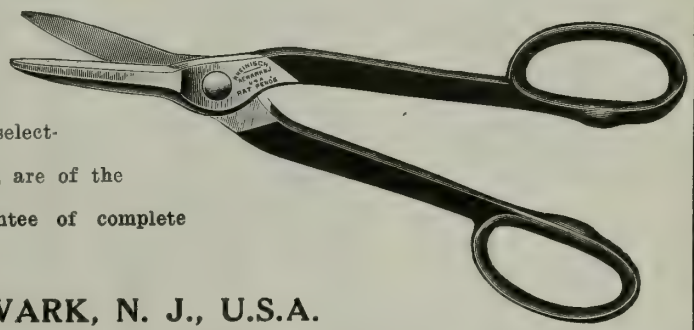
DON ROADWAY TORONTO

Heinisch Tinner Snips

"The Tinner's Favorites"

The **Vulcan Snip** is of exceptional quality. It is designed especially for cutting curves, all irregular shapes, cornice work and small circles down to 3 inches in diameter.
The high quality is the result of the great care exercised in selecting materials, and the tempering which is done by experts.
Our line of **Trimmers, Tailor's Shears, Tinner's Snips,** etc., are of the same good quality.
Our firm name is found on all our tools — it is a guarantee of complete satisfaction.
There is a good margin for profit.

The "Vulcan"



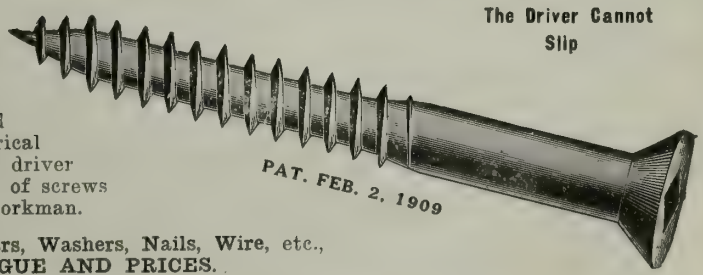
R. HEINISCH'S SONS CO., NEWARK, N. J., U.S.A.

ROBERTSON'S SOCKET HEAD WOOD SCREWS

are the only wood screws of this type on the market, and they are invaluable to all wood workers and for electrical wiring. **Note the square hole.** A specially designed screw driver fits snugly into it. There is no slipping—hence no spoiling of screws or materials, and a considerable saving in time for the workman.

SAVE TIME, LABOR AND MATERIAL

The Driver Cannot Slip



Our **Hand Driver, Yankee Bits, Brace Bits, Rivets, Bars, Washers, Nails, Wire,** etc., are of the trade-winning quality. **WRITE FOR CATALOGUE AND PRICES.**

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " " "	3 31
12 " " "	3 88
15 " " "	5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan Globe	75
Black Diamond	66⅔
Delta Files	60
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (English list)..	35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	$ 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickery handle, lb lb...........	6.25
" straight claw, 1 lb., doz.....	7 00
Farriers hammers, 10 oz., doz......	5 50
Tinners setting, ½ lb., doz.......	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over..	0 06
Sledge, Napping, up to 2 lbs......	0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross....	8 00
" " ½-inch, per gross........	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1½-inch, per doz.	5 20
Web	2 45

SISAL HALTERS (SNAP & RING).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12½	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 40 and 10 per cent.
Star decorated steel and white, 33⅓ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz....	....	2 25
Universal meat chopper, No. 1	....	1 15
Spiders and fry pans, 50 and 5 per cent.		
Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103..	1 35	2 00

Toasters, 50 per cent.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS, TRESTLES, ETC.

Step Ladders—

Shelf-lock	16c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft........	4.50	52 ft.	11.44
32 ft.	4.80	54 ft	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20 ft., each	$2.60
22	2.86
24	3.12
26	3.38
28	3.64
30	3.80
32	4.16
34	5.10
36	5.40
38	5.70
40	6.00
44	7.48

(COMMON SINGLE LADDERS)

8 ft., each	$ .80
10 ft. ,each	1.00
12 ft., each	1.20
14 ft., each	1.54
16 ft., each	1.76
18 ft., each	1.98
20 ft., each	2.40
22 ft., each	2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

(PAINTERS TRESTLES).

6 ft., each	$1.50	14 ft., each ..	$4.20
8 ft., each	2.00	16 ft., each ..	4.80
10 ft., each	2.50	18 ft., each ..	5.40
12 ft., each	3.00	20 ft., each ..	6.00

LANTERNS.

No. 2 or 4, plain cold blast, doz.	7 00
Short bowl pattern, doz.	7 00
Japanned cold blast, doz..........	7 50
Brass well japanned, doz...........	9 25
All brass, doz.........................	24 00
Cold blast globes, doz...............	0 50
Prism globes, doz.	1 20

LAWN HOSE.

Competition	70 5 p.c.
Corrugated, ½ in., ft.............	0 13½
Corrugated, ¾ in., ft.	0 17

500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from..........		12 00
Axes, dozen, from		6 50
Axe handles, dozen from	0 80	3 75
Cross cut saws, per foot	0 25	0 65
Axe wedges, dozen	....	0 25
Ball and heel calks	4 00	4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz....	15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per do z.............	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen...... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

CLAY PICKS.

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap ....per gross	30 00
Indian snap .... "	25 00

RAZORS.

	Per doz.	
Boker's	7 50	11 00
Boker's King Cutter	11 30	14 40
Henckel's	7 50	20 00
Gillette Safety, each		3 75
Star Safety Razor, 33 1-3 per cent.		
Edelweiss		16 00

ROPE AND TWINE.

Sisal rope	0 12
Pure Manila rope	0 17
"British" Manila	0 13
African hemp	0 13
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-15 and upwards, 10½c.	
Lath yarn, single	0 11¼
Lath yarn, double	0 11¾
Sisel bed cord, 48 feet, per doz..	0 72
Sisel bed cord, 60 feet, per doz..	0 90
Sisel bed cord, 72 feet, per doz..	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russia twine, per lb.	0 27
Wrapping cotton, 3-ply twine....	0 26
" " 4-ply twine......	0 30
Mattress twine, per lb.	0 45
Staging twine, per lb.	0 35

BINDER TWINE.

650 ft., per lb.	0 12½
600 ft., per lb.	0 11
550 ft.. per lb.	0 10
500 ft., per lb.	0 09½

5 ton lots, ⅛c lb. allowance.
10 ton lots, ¼c lb. allowance.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot , doz.... 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs..	2 20
Sectional, ½ lb. each, per 100 lbs..	2 35
Solid, 3 to 30 lbs.	1 63

SASH CORD.

No. 3, per lb. 0 28½
Sash Chain, No. 2, hd. ft...... 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14 x 18, open 28½ inches	1 00
Perfection window screens, 14 x 15, open 22½ inches	1 30
Model window screens, 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS.

	Per cent.		
Wood F.H., bright and steel.	85	10	7½
" R.H., bright	80	10	7½
" F.H., brass	75	10	7½
" R.H., brass	70	10	7½
" F.H., bronze	70	10	5
" R.H., bronze	65	10	5
Drive screws	65	10	5
Set, case hardened	60	10	
Square cap	50 and 05		
Hexagon cap	45		
Bench, wood, per doz.			$5 00
Bench, iron, per doz.			4 25

BENJAMIN MOORE & COMPANY, Limited

TORONTO, CANADA

MAKE

MURESCO, The best Wall Finish.

SANI-FLAT, The best Flat Oil Paint, Washable and non-poisonous.

MIXED PAINT, Moore's House Colors, second to none.

YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell, the MOORE Line and make more money with less investment.

Increased Sales Will Result From Handling *Stephens* Oil and Varnish Stains

"The Favorites of Western People"

The use of best ingredients combined with expert knowledge of manufacturing places our Stains in a class that is hard to beat.
Other Western Dealers are reaping splendid profits from this line—you can too.
We want you to be convinced that Stephens Stains are just as we claim. Send a trial order—test them yourself.
Write for our agency proposition and colour cards.

G. F. STEPHENS & CO., Limited, Winnipeg, Can.

BRANCH at CALGARY, Alta.

The Burrowes Patent Dustless Rocker Ash Sifter

can be recommended because it is dustless. Attached scuttle and double rims make it so. Order now to make sure of September delivery.

Kennedy Hardware Co., Ltd.
H. S. Howland Sons & Co., Ltd.
Starke-Seybold, Ltd., Montreal.
Agents for the Province of Quebec

MANUFACTURED BY

The Burrowes Mf'g Co.

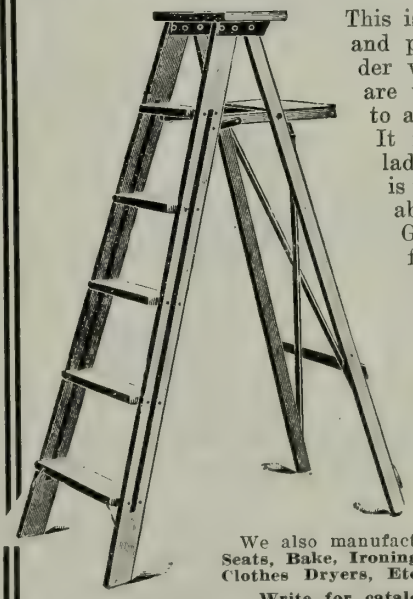
611 King Street West, TORONTO

We want to see you at the Toronto Fair, Manufacturers' Annex, under Grand Stand

WRITE FOR PRICES, ETC.

You'll Effect Many Sales if You Handle the

SHELF LOCK STEP LADDER



This is a very convenient and practical house ladder where short lengths are used and is certain to appeal to the public. It is the lowest price ladder we make and it is very strong and durable.

Galvanized steel ears fasten the legs and risers to the top.

The lock that holds the ladder from opening and closing when in use is made by using strips of steel to form a hinge with the arms that support the shelf.

We also manufacture **Lawn Swings and Seats, Bake, Ironing and Sleeve Boards, Clothes Dryers, Etc.**

Write for catalog and particulars.

The Stratford Mfg. Co., Limited

Stratford Ontario Canada

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Maritime Provinces—J. H. Hanson Tilley Co., Montreal. Quebec—**Jas. S. Parkes,** Montreal. Ontario—Roy E. Harris, Stratford.

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No. 30, per doz.		16 20

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey,30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
Pucks, net, $1.60.

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks, per 1,000	8 00

STAPLES.

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	0 12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 82
7 inch, per 100 lengths	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS.

and 6-inch common, per doz.	1 20
7-inch, per doz.	1 35

Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock. 18 75

STONES—OIL AND SCYTHE.

		Dozen		
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in.		2 50	3 10	3 50
Hindostan	per lb.		0 06	0 10
" slip	"		0 18	0 20
" Axe	"		....	0 16
Deer Creek	"		....	0 10
Deerlick	"		....	0 25
Axe	"		....	0 15
Lily White, 6 in., 7 in., 8 in., doz.		6 00	6 60	7 60
Arkansas	"		....	1 50
Water-of-Ayr	"		....	0 10
Scythe	per gross		3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; liningtacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821..	1 35
" Steel, No. 1840, 50 ft...	....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p. c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p. c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p. c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse Traps	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Trap	0 80
5-Hole Tin Chokers	0 80

VACUUM CLEANERS.

Eureka Electric, each 35 00

VISES.

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs..	....	3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer ..	180 00
Gem	101 25
I.X.L.	121 50
Winner, C. Cor, No. 2 & 3......	85 00

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141E	51 75
Sunlight, 111	44 50

20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 in...	0 70
" " " 34 in...	1 00
" " " 36 in...	1 25
" " neckyokes, 36 in...	1 25
" " doubletrees, 40 in..	0 95
" " lumbermans, 44 in..	0 95

WOOD HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.

Extra ash fork, hoe, rake and shovel handles, 45 per cent.

Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes, oval and whiffsa,h
Carriage neckyokes and whiffletrees, ash

35, hickory, 40 per cent.

Team neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.

All hickory, maple and oak goods, 35 per cent. Wrenches.
Agricultural, 67½ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.	4 50
With rim, 18x28, per doz.	5 00
With rim, 20x30, per doz.	5 50
Without rim, 18x24, per doz.	4 00
Without rim, 18x28, per doz.	4 50
Without rim, 20x30, per doz.	5 00

IRONING BOARDS.

Size 12x60 ins., per doz.	5 75
Size 14x60 ins., per doz.	6 25
Folding, 12x60 ins., per doz.	15 00

SLEEVE BOARDS.

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

WASH BOARDS.

Glass, doz.	3 25
Enamelled, doz.	4 50

CLOTHES BARS.

3 sections, 4 ft., doz.	4 25
3 sections, 5 ft., doz.	5 50
3 sections, 6 ft., doz.	7 25

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz..... 12 00

CLOTHES PINS.

Common, 5 gross in box, per box	0 65
Spring clothes pins, per box	1 00

WOOD WASH TUBS.

Standard size, doz. ....

TUB AND WRINGER STANDS.

Folding frame, doz. 18 00

(WINNIPEW HARDWARE QUOTATIONS)

(Ax Handles)—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

(Auger Bits)—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.68 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William, $3.38 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

(Bolts)—Carriage, 3-8 and smaller, 60; 7-16 and larger, 50; machine, ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅜, 50½c; 7-16 and up, 40½c.

(Bar Iron)—Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

(Blocks)—Steel, 50 per cent.; wood, 60 per cent.

(Cut Nails)—$3.35 per keg base. Wire nails, base, $2.90 Winnipeg.. $2.50 Fort William.

(Copper)—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.
Crowbars—4½c per lb.

(Corrugated Iron)—29 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

(Canada Plates)—Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.
(Clevices)—7½c per lb.

(Enamelware)—Canada, 50; Imperial, 60; Premier, 50; Colonial 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

(Files)—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.
(Galvanized Iron)—Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.....	5 10	5 35
26G (equal 28 Amer.)..	4 85	5 10
24G	4 40	4 65
22G	4 40	4 65
20G	4 30	4 55
18G	4 20	4 45
16G	4 20	4 45

(Galvanized Ware)—37½ per cent.

Grindstones—Per 100 lb., $1.65.

(Glass, Window)—single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.21; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

(Horseshoes)—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

(Horse Nails)—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

(Harvest Tools)—50 and 5 p.c.

Hinges—Light T and strap, 65 per cent.

(Hinges)—Light T and strap, 65 per grass, $1.70.

(Iron Washers)—Full box, 40 per cent.; smaller lots, 35 per cent.

(Iron Pipe)—Black, ¼ inch, $2.65; 3-8 inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

(Galvanized Pipe)—¼ inch, $3.75; 3-8 inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

(Logging Chain)—¼ in., $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

(Lanterns)—Cold blast, per doz., $7.25; coppered, $9; dash, $9.

Poultry Netting—50 per cent.

(Plaster of Paris)—Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

Pig lead—$5.25. Lead pipe—Full coil, $6.75 per cwt.; cut coil, $7.75 per cwt.
Lead Waste—$7.25.

(Rivets) and Burrs)—Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

(Rope)—Sisal, 12¼; Pure Manilafl 17¼; British Manila, 13¼c; lath yarn, 11½c.

(Steel Squares)—40 off new list.

(Shovels and Spades)—Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

Solder—Half and half, $29 per cwt.

(Screws)—Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 60 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., 68c; boiled, per gal., 71c.

(Turpentine)—Per gal., barrel lots, 70c.
(Dry Colors)—White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.25 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

(Putty)—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3 40
Paris Green, 21½ cents per 112 lb.

Jamieson's "50" FLAT VARNISH

A Varnish that won't show Brush Marks and which gives the rubbed effect to perfection—a most convenient and satisfactory flat finish

R. C. Jamieson & Co.

LIMITED

Established 1858

MONTREAL - VANCOUVER

NEW ERA PAINT

If you are looking

for a paint that will give satisfaction under all conditions, sell NEW ERA PAINT. You will find it lasts longer, covers more surface, and holds its color better than any other prepared paint.

There's a steady demand for NEW ERA everywhere its merits are known.

WRITE FOR PRICES.

Standard Paint and Varnish Co. LIMITED

WINDSOR, ONT.

TRADE MARK KEYSTONE BRAND REGISTERED

NOW IS THE TIME TO ORDER YOUR FALL SUPPLY OF

BRUSHES

Such lines as Stove Brushes, Scrubs, Dandy and Horse Brushes, Stable Brooms, etc., will soon be in great demand. Place your order now and be sure to buy the **Keystone Brand.**

Stevens-Hepner Company

Limited

PORT ELGIN, ONT.

RAMSAY'S SHINGLE STAINS

preserve the wood and prevent decay. They stand extremes of climate and do not fade.

Tests have shown that for wearing qualities they cannot be surpassed. See that your stock is complete, and get a supply of color cards from us.

A. RAMSAY & SON, MONTREAL

PAINTMAKERS SINCE 1842

IMPROVED "QUICKER YET" WASHER

STARTS EASY
OPERATES EASY
ACCOMPLISHES GREAT RESULTS

We want you to ask us or our Western Representatives about this "QUICKER YET" Selling Washer.

GLOBE MFG. CO., Perry, Iowa

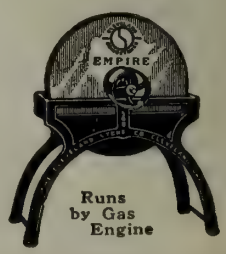
WESTERN REPRESENTATIVES:
MERRICK-ANDERSON CO., Winnipeg, Man., Canada
McLENNAN, McFEELY & CO., Limited, Wholesale Distributors, Vancouver, B.C.

Sell the Cleveland

The Grindstone With This Trademark

Protects you from the unfair competition of inferior grindstones. Protects your customers. All sizes—fine or coarse grit—power, hand or treadle—the line is complete, and your profits are generous.

Do not be tricked by the misleading term "Berea Grit"—a mere name that does not refer to grindstone quality such as your trade demands. Write to us and get posted. Cleveland Grindstones are genuine Berea or Huron stone, unequalled for uniform grit and necessary grinding hardness.



The Cleveland Stone Company

Cleveland, Ohio

Now is the time to get after property-owners in your vicinity who have new buildings which will be completed this Fall. At this time of year, when painting conditions are at their best, many people repaint and decorate their homes both inside and outside. Why not grasp these opportunities to make profitable sales in the following products:

CP CANADA PAINT

There is no better paint made than Canada Paint. It is manufactured of the highest quality materials that have been tested for their purity. It is thoroughly mixed and ground by special machinery. Canada Paint embodies the latest advances in paint chemistry and paint manufacturing.

CP SANITONE

This product, a flat-drying oil paint, meets the demand for an artistic and durable finish for interior walls and ceilings. It dries with a rich soft dull effect which permits of artistic decoration of interiors to suit individual taste and be in keeping with the room and its furnishings. It is absolutely sanitary and can be washed with soap and water without injury. Descriptive folder showing 24 beautiful shades sent on request.

CP SUN VARNISH

A good all-round varnish that will meet the needs of your customers for general purposes. It gives splendid satisfaction on doors, store fronts, porches, wagons, boats and such exposed surfaces and is equally satisfactory for use inside, on furniture, woodwork, bathrooms, etc. Sun Varnish is made of high quality materials by experienced varnish makers. Nearly every home has use for such a varnish at this time of year.

We will be glad to tell you how we will co-operate with you in bringing prospective buyers of paints and varnishes to your store and making them regular customers.

THE CANADA PAINT CO

LIMITED

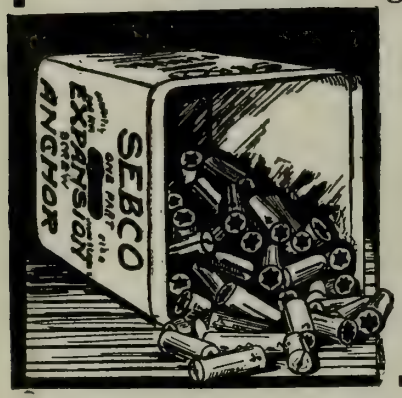
CP PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS CP
FACTORIES & OFFICES-MONTREAL-TORONTO &
WINNIPEG-OXIDE MINES-RED MILL-QUEBEC

SEBCO EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.

It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?



Star Expansion Bolts

J. EDWARD OGDEN, Distributor

BRANCHES:

377 St. Paul Street, MONTREAL

20 Toronto Street, TORONTO

425 Henry Avenue, WINNIPEG

1142 Homer Street, VANCOUVER

For Service Everywhere And Every Day Our

Drill Brace

192

EXCELS.

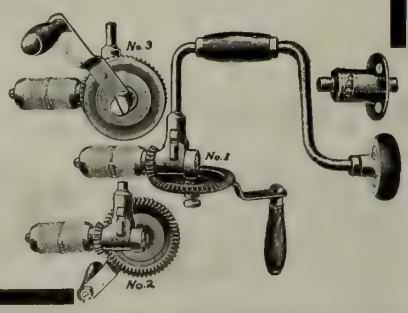
Has cut gears and ball bearings that reduce friction to the minimum.

Drilling attachment swivels into three positions. It can be put on or taken off in a moment.

Can be used as a breast drill by simply throwing the dogs out of mesh.

Altogether, an ideal Brace for all-around work—one that *never fails* to give complete satisfaction.

Send for details and complete Catalog.



Millers Falls Co.

28 Warren Street

New York

ALUMINIUM WARE

C 45	4½″	5″	5½″	6″	7″	
1 Doz. Lots	.90	1.08	1.32	1.86	2.16	Doz.
2 Gross Lots	.84	1.02	1.26	1.74	2.04	"

C231	5″	6″	7″	8″	
	$2.40	$3.12	$4.38	$6.00	Doz.

$50.00 Lots F.O.B. Liverpool

Cases Free

Hoods Limited BIRMINGHAM, England.

Canadian Office and Showrooms:—Frank D. C. Richards, Lombard Buildings, 70 Lombard St., Toronto.

A FULL RANGE OF SAMPLES ON VIEW AT ABOVE ADDRESS

New Line

UNIVERSAL CLOTHES WRINGERS

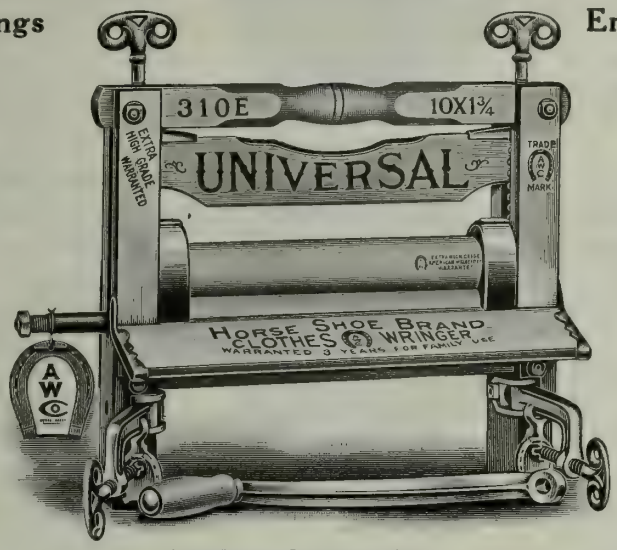
Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.



Enclosed Cog Wheels

Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

Why Waste Time

Oiling and Cleaning Tools to Keep Them in Good Condition?

Do not hesitate to ask your jobber or manufacturer to wrap tools having highly polished surfaces with our wax paper.

This paper keeps tools in a bright and saleable condition and will enable you to procure the patronage of particular customers without costing you a lot of time and drudgery in cleaning.

Write your jobber or manufacturer to-day.

THE

British American Wax Paper Co.

LIMITED

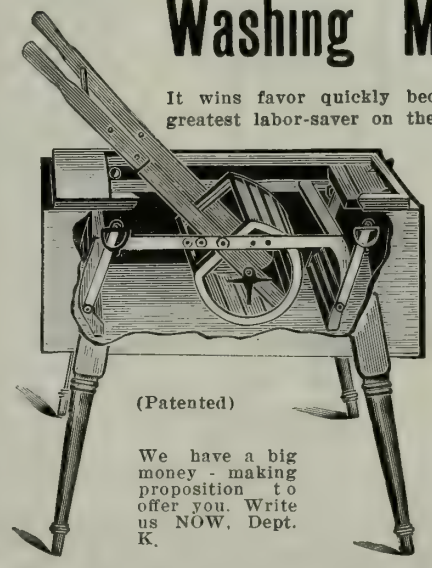
Darling Building, Toronto

A Large Washer Trade

Will be the Result of Selling the

Knoll Double-Action Washing Machine

It wins favor quickly because it is the greatest labor-saver on the market.



(Patented)

We have a big money - making proposition to offer you. Write us NOW, Dept. K.

Does the work faster and better than any other make, and in one operation.

Positively no wear and tear on the finest fabrics. Easily operated. Over 100,000 in use.

The Schultz Bros. Co., Limited

Brantford, Ont.

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

KERNCHEN BUILDING VENTILATORS

Write for pamphlet and Particulars. It works on the Siphon Principle.

PORTABLE BAKE OVENS

35 Sizes. Bake Shop Equipment of all kinds.

The Brantford Oven & Rack Co., Ltd.
Brantford - - - Canada
Write for General Catalog

Floor Plate.

Ceiling Plate.

REGISTERS

Ideal Registers are noted for their selling qualities. The designs are attrative. The perfect castings and excellent finish keep them sold and bring repeat orders.

For six and seven inch pipe. All black or black and white finishes.

Look over your stock and write us to-day for the names of jobbers selling these registers in your territory; also get our booklet showing a large line of stove and furnace trimmings—the kind every dealer uses.

SOME OTHER THINGS WE MAKE.

Fireplace Fixtures	Door Knockers
Waffle Irons	Harness & Coat Hooks
Griddles	Pulls
Meat Broilers	Door Latches
House Numbers	Chest Handles
Pulleys (all kinds)	Saw Vises
Double Acting Hinges	Foot Scrapers
Screen Door Hinges	Steak Pounders
Mop Sticks	Quilt Frame Clamps

STOVER MFG. CO.,
709 East St., FREEPORT, ILL.

When writing advertisers, kindly mention having seen the ad. in this paper.

Uniform Temperature with ⅓ Less Coal

MAKE housekeeping easy—why burn ½ to ⅓ more fuel than is necessary? Why waste your money and try your patience? Install an

Arnold Damper
Automatic

Saves fuel—Prevents over-heating—Maintains an even temperature day and night. Takes care of itself. Easily adjusted. Fits any pipe. Write for free booklet.

Guaranteed to save 25% of your coal bill or money refunded after 60 days' trial.

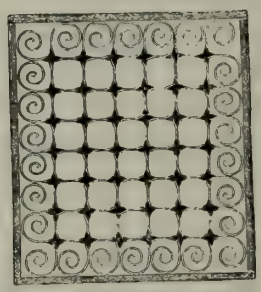
Sold exclusively through dealers by

W. H. THORNE & CO., LTD., St. John. In Maritime Provinces.

LEWIS BROS., LTD., Montreal. In Quebec and Eastern Ontario.

MARSHALL-WELLS CO., LTD., Winnipeg. In Western Canada.

WOOD-VALLANCE & CO., Hamilton. In Western Ontario.



METAL GRILLS WICKETS and RAILINGS

in Iron, Brass and Bronze

Suitable for all requirements.

Send for Catalogue.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

A want ad. in this paper will bring replies from all parts of Canada.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for East Pier, Eastern Entrance, Toronto Harbour, Ont.," will be received at this office until 4.00 P.M., on Tuesday, September 2, 1913, for the reconstruction of part of superstructure of East Pier of Eastern Entrance to Toronto Harbour, in the County of York and Province of Ontario.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and at the offices of J. G. Sing, Esq., District Engineer, Confederation Life Building, Toronto, Ont., and H. J. Lamb, Esq., District Engineer, Windsor, Ont.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation, and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering declines to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,
R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, August 1, 1913.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.—43525.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The International Nickel Company

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

MYERS

PUMPS

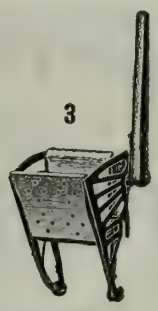
We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARN-DOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MEYERS."

F. E. MYERS & BRO.

ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

The WHITE MOP WRINGER

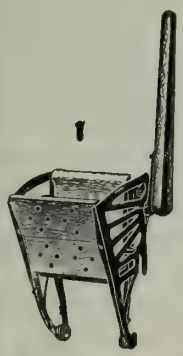


is the world's standard

It wrings mops thoroughly, easily, quickly and neatly.

Sold by Jobbers and the old reliable White Mop Wringer Co.

MADE IN CANADA



WHITE MOP WRINGER CO.

FULTONVILLE, N.Y.

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

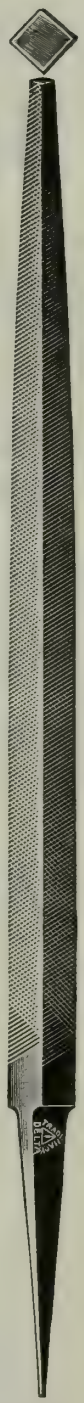
TRADE MARK

DELTA

The Mark that distinguishes Delta Files from ordinary makes.

"The DELTA

"The only Line of Files from 3 to 24 inches that are made absolutely of CRUCIBLE STEEL"



All files may look alike, but it's service that counts.

The superiority of Delta Files is quickly recognized by those who do much filing. It's the way they bite into the work and the fine finish that they leave that attracts the attention of the user.

The Delta Trade Mark safeguards the interests of thousands of file users everywhere — it's a guarantee of satisfaction or money refunded.

Delta Files are made in several shapes and sizes so as to meet all requirements.

FILES OF QUALITY

A trial will convince you that they are just as we claim and very profitable too. Your jobber can supply you.

A Delta File is the file worth while.

DELTA FILE WORKS

PHILADELPHIA PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto; Stark, Seybold, Montreal;

Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg.

LUNDY SHOVELS

Make Pleased Customers Everywhere

When handling shovels why not protect yourself and your customers by handling the proven best—the Lundy?

These shovels are **made of open hearth crucible steel and have an exceptionally strong strap and blade point. They give every** buyer the most value for their money.

Lundy Shovels attract trade because they are splendidly finished. **The quality is the best assurance of re-orders.**

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION

We make three grades so as to completely meet the requirements of the trade.

Ask your jobber. If he does not handle them, write us.

We guarantee satisfaction. We ship quickly.

Write for catalogue.

The LUNDY SHOVEL AND TOOL CO., Ltd.

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

We have them

Giant

Prince

Globe

Beaver

Fruit Jar Rings

Quality Guaranteed

Walter Woods & Co.

HAMILTON and WINNIPEG

Satisfied Customers

Is Always the Result of Selling

STILL'S Axe Handles

These handles are unexcelled in quality, finish and durability, and are well balanced and well shaped.

The selection and seasoning of the wood—the shaping and balancing of the handles, are done by men who make a specialty of this work.

We guarantee satisfaction. Our prices will interest you.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS, ONT.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

"OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

WILL OUTWEAR ANYWARE

Good profits—No Complaints — Satisfied Customers is the threefold result of selling "OAKVILLE" PURE ALUMINIUM WARE

Special assortment every month

Write us to-day

Western Distributors: Moncrieff & Endress Ltd., Scott Bldg., Winnipeg Man.

THIS TRADE MARK
WARE M'F'G. CO. L'TD.
OAKVILLE
PURE ALUMINIUM WARE
ON EVERY ARTICLE

THE WARE M'F'G. CO. LIMITED OAKVILLE, ONT.

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

We have the facilities for turning out

The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man

CHAIN

The James McKay Company
PITTSBURGH

Proof Coil Chain

B. B. Coil Chain

B. B. B. Coil Chain

Dredge Chain, etc. etc.

B. & S. H. THOMPSON & CO.
Limited
SALES AGENTS FOR CANADA
MONTREAL TORONTO WINNIPEG

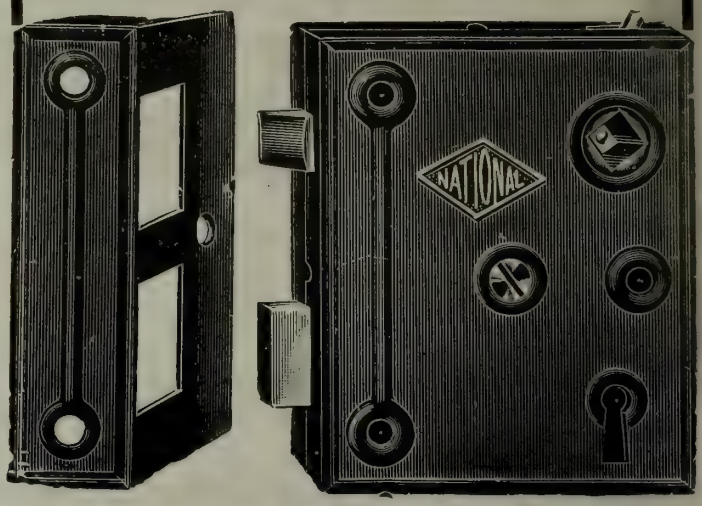
The National Steel Rim Lock

leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store.

The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

ORDER FROM YOUR JOBBER

National Hardware Company, Limited
ORILLIA ONTARIO CANADA



A NEW SNIP
NATIONAL POCKET SNIP No. 35

SALEABLE TO EVERY MAN.

Drop Forged, Light Weight, Convenient Size. List, $1.00 each.

SUPPLIED IN JAPAN OR SPECIAL RUST PROOF FINISH.

There will be more No. 35 Snips sold than any other Snip made.

Length 7 in. Cut 2 in. Weight 8 oz.

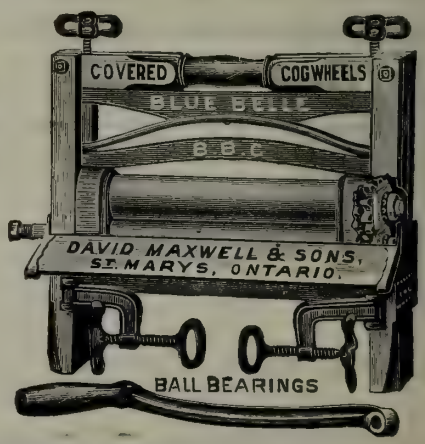
MANUFACTURED BY
NATIONAL CUTLERY CO., - - PHILADELPHIA
MAKERS OF NATIONAL SHEARS AND SNIPS
Selling Agents : A. C. PENN, Incorporated, 100 LAFAYETTE ST., NEW YORK CITY

MAXWELL'S WRINGERS

The Maxwell line of Wringers includes over fifty distinct machines, classified according to quality of rolls from Five, Three, Two and One Year Grades. Styles include Covered and Open Gears, Plain and Ball Bearings, Flat and Spiral Springs, Single Lever Clamping Attachments and Malleable Iron Clamps which fit any tub.

In each of these Grades and Styles you can give your customers the very best value they can possibly get for their money.

Write for Catalogue and Prices.



DAVID MAXWELL & SONS
ST. MARY'S, - - - ONTARIO

Made from the finest grade of Sheffield Crucible Cast Steel. Highest quality as regards setting and keenness of edge.

SCHRAMBERGER UHRFEDERNFABRIK, G.m.b.H

Manufacturers of Safety Blades

SCHRAMBERG (WURTEMBERG) GERMANY

Representatives for Canada:
Hupfeld, Ludeking & Co., Montreal, 1 & 3 St. Helen St.

Mr. Live Dealer–

MENDETS

A PATENT PATCH

will make you a good profit. It is the only device manufactured that will positively mend graniteware and hot water bags to stay mended.

5,000,000 in use.

Order from your jobber or write direct.

Collette Manufacturing Co.
Collingwood Ontario

DOMSTEEL WIRE Products

"From Ore to Finished Product."

Nail Wire, Rivet Wire, Annealed Wire
Straightened and Cut to Length

WIRE NAILS

All Standard and Special Gauges

LATH NAILS: We have installed special equipment for the bluing and packing of lath nails, and we are now in a position to supply these nails **ABSOLUTELY FREE** from all foreign substances.

Blued nails are packed in specially prepared kegs, paper lined, which assures them being received by the Lather in a perfectly sanitary condition.

Specify "Domsteel Sterilized Nails."

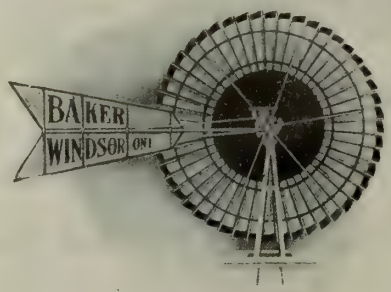
DOMINION IRON & STEEL CO. Limited

Head Office and Works
SYDNEY, N.S.

Sales Offices:
Sydney, N.S., 112 St. James St., Montreal., 18 Wellington St. E., Toronto.

WINDMILL POWER IS GROWING IN POPULARITY

for Pumping and it is not equalled by any power



Thousands of Farmers who have done their first power pumping by gasoline engines have become tired of it and are buying windmills. The cost of gasoline, oil, batteries and repairs, along with the time it takes to start and stop an engine in pumping for 150 head of stock and the average farm home with a gasoline engine will buy every year a

BAKER GALVANIZED WIND ENGINE

It takes no fuel and requires no engineer, and stock will have water at all times.

The Heller-Aller line of windmills, pumps, steel tanks and well supplies will certainly increase your business with great profit to yourself and customers.

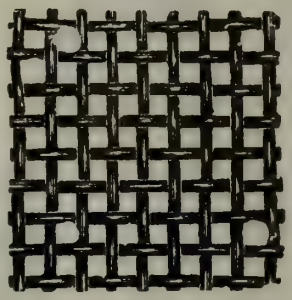
Write for catalogue No. 45 and our selling proposition to dealers.

The Heller-Aller Company

Windsor, Ont.

Canada Wire & Iron Goods Co.

HAMILTON, CANADA



Manufacturers of **Double Crimped Wire Cloth and Wire Screening** for all purposes of Iron, Brass, Copper, Bronze, Galvanized and Tinned Wire, etc.

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

We also manufacture:—

Perforated Sheet Metals, Bank and Office Grilles and Ornamental Iron Work in all Finishes.

Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.

Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

REPRESENTATIVES:

Jas. S. Parkes, P. O. Box, 42 St. Henri, Montreal
D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse of Alberta Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B. C.

Glass and Emery Paper and Cloth

For nearly 100 years the products of

Peter Orr & Sons
280 Cathedral St.
GLASGOW

have been used in all parts of the world. They are famed for their excellence and hard wearing qualities.

You will find Orr's Glass and Emery Cloths and Papers a good line to stock.

Samples and prices from

Agents—

George Peatt & Co.
Box 1651, Winnipeg, Man.

PRICES QUOTED IN DOLLARS & CENTS.

Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit

This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

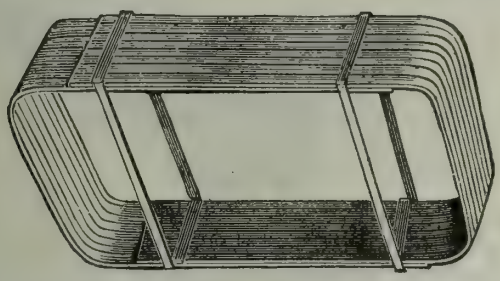
THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

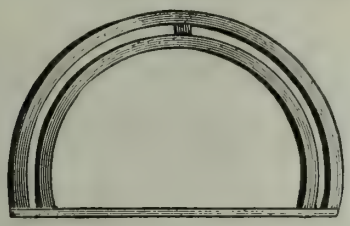
The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

High Grade

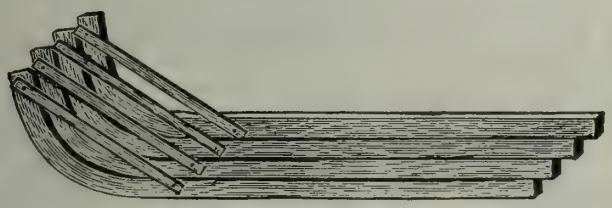
Carriage, Wagon Automobile, Cutter & Sleigh Woodwork



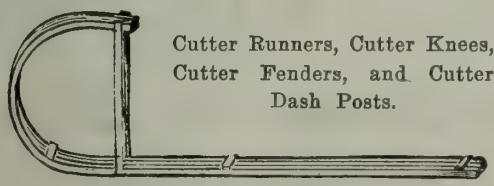
Buggy Bows, Automobile Bows, Express Bows.



Buggy Rims, Wagon Rims, Automobile Rims, Agricultural Rims, all sizes and heights.



Sleigh Runners—All Bends.



Cutter Runners, Cutter Knees, Cutter Fenders, and Cutter Dash Posts.

Our bent goods are not excelled in Canada, so demand the "Merritt" make from your jobber. If they do not have them order direct from the factory.

Merritt & Company

CHATHAM, ONT.

The Straight Way

"Say, Humpy," said the cameleer to his steed, as the caravan was about to start, "which way would you rather travel—uphill or downhill?"

"Please master," replied the camel, "is the straight way across the desert closed up?".

The straight way is always the better way. It saves time and energy.

The straight way in padlock selling is the Yale way.

Yale Padlocks have led in merit since the first padlock was produced.

Yale advertising has made that merit known in every locality where padlocks are bought and used.

A padlock call means a Yale Padlock sale if you show them, with little effort, argument or explanation.

The "straight way" cuts out much of the work of selling and the chance of losing a sale. It's the short cut to long profits.

If your Yale Padlock stock isn't what it ought to be, it *ought* to be. Look it over.

Canadian Yale & Towne Ltd.

Makers of Yale Products in Canada:

Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

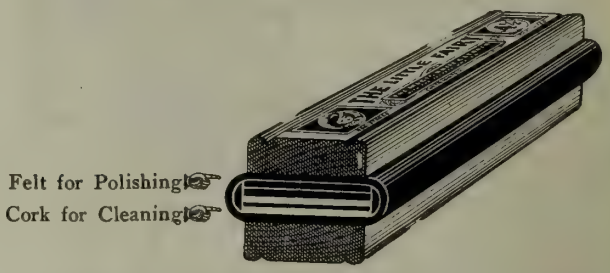
The
R. McDougall Co., Limited
GALT, CANADA.

THE KNIFE CLEANER

with the largest demand and sale of any Cleaner ever invented.

Special offer to Canadian buyers:

I will ship, free, Toronto, 2 gross of the Little Fairy Knife-cleaners, **Patented, for 8 dollars per gross,** cash on delivery.



A combination of felt and cork; it will clean, remove stains, sharpen, and will polish knives quicker and with a more brilliant, velvety polish than any machine, board or cleaner.

Samples with pleasure, or 2 dozen mailed on receipt of 1 dollar.

I am the largest manufacturer of Knife Cleaners in England, including The Wizard, The Sun and The Caly.

WILLIAM MACKAY
104 RENFREW STREET, GLASGOW

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout Six-Inch Stroke

This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR BIG FREE CATALOGUE

The Aylmer Pump & Scale Co., Limited
AYLMER, ONTARIO

Something Different in

GALVANIZED STEEL TANKS

No Hoops or Bands

By the introduction of an expensive machine we are able to produce this tank without a hoop or a band. We put two large beads in body which give it great strength. The top edge is folded over twice, making a very strong top.

On tanks 5 ft. dia. and 6 ft. high and larger we put an angle steel around top and one band in center between the two beads. These large beads increase the strength 3 times over, and make the tank very rigid.

Be able to supply your trade with this make of Steel Tank and you'll reap a good profit and give satisfaction.

Our prices to dealers will surprise you.

Write us to-day—our guarantee is your protection.

The Steel Trough & Machine Co.
Limited
TWEED, ONTARIO

GORDON & SON
Eburne, B.C.

J. H. ASHDOWN CO.
Winnipeg

RUBY LINES YOU SHOULD STOCK

We are prepared to prove they give satisfaction and draw trade

Ruby Flux Soldering Fluid for all Metals

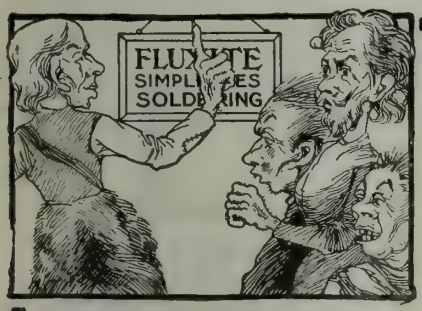
Red Letter Soldering Fluid for Tin only

Dust Oil Sweeping Compound (Barrels or Cases.)
Ruby Furniture Preservative.
Ruby Hardwood Finish Cleanser.
Ruby Auto Body Polish.
Ruby Silver Polish Powder.
Ruby Floor Oil.
Ruby Spray Oil.
Ruby Disinfectants.
Ruby Liquid Soaps.
Ruby Metal Polish.
Ruby Vermin Exterminator.
Liquid Soap Dispensers.
Floor Oilers.
Spraying Pumps.
Janitors' Supplies.
Sole Canadian Agents for J. Adams, Sheffield, Eng., Manufacturers of—
Furniture Polish.
Floor Polish.
Plate Powder.

Write for Samples.

THE CANADIAN RUBY CHEMICAL COMPANY, Limited

Office and Factory 744 Wall Street, Winnipeg



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics **will** have

FLUXITE

the paste flux that

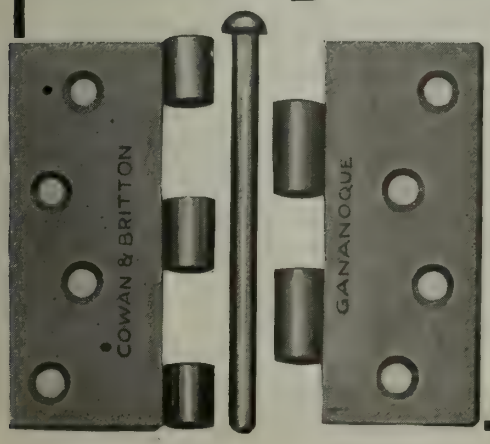
SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.
Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

High Grade Builders' Hardware



including

Hinges, Butts Hasps Etc.

We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods.
Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.

COWAN & BRITTON, LIMITED, GANANOQUE, ONT.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

By seeing that this exact mark is on each blade.

GRANTED 1682.

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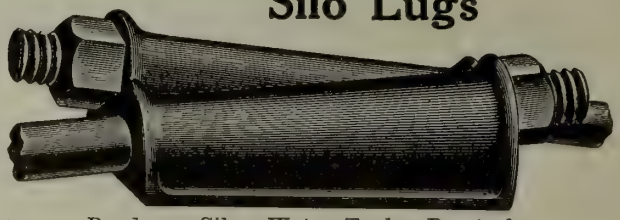
MONTREAL

Silo Lugs



Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

Otterville Mfg. Co'y., Limited
OTTERVILLE, ONTARIO

SPRAY POTATOES
WITH
The COLLINS Improved Automatic Sprayer

Adapted for spraying Potatoes, Fruits, Flowers, Vegetables, Cattle, Fly Oils.
Made of the best materials throughout.
Ask your jobber, or write us.
We are **Spray Pump Specialists,** making different kinds.

THE COLLINS MANUFACTURING CO.
TORONTO, ONT.

ARCTIC METAL
FOR COOL BEARINGS! IT'S RELIABLE.

It costs money to right a wrong.
WHY NOT USE
ARCTIC METAL
in your bearings and have no wrong to right.
Tallman's reputation is in the goods.

Tallman Brass & Metal Co.
HAMILTON, ONT.

IF YOU WANT

W.B.&C.² TRADE MARK.

DOOR CURTAIN RODS
DESK OR HAND RAILS
STAIR TREADS & NOSINGS
TUBES, BEADINGS
MOULDINGS OR
ANY KIND OF BRASSWORK

Get them from you may as well have the best obtainable. Write us for quotation.

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CEMENT SIDEWALK TOOLS
OF EVERY DESCRIPTION

We manufacture and carry in stock the largest and most satisfactory line in Canada of Cement Sidewalk Tools. Every sale brings the dealer a good profit.
Ask for 1913 Catalog.

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PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

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The Cheapside Brass Foundry

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Manufactures

Stair Rods and Eyes,
Casement Rod Fittings
and General Furnishing
BRASS FOUNDRY

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Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.

BEAR BRAND LAMP BLACKS

WILCKES MARTIN WILCKES CO.
New York, N.Y., U.S.A.
Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St. Toronto; H. W. Glassco, Winnipeg.

THE LARGEST PRODUCER & SHIPPER IN U.S.A.

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QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

SILO RODS

COUPLINGS, DOWEL PINS,
CONSTRUCTION BOLTS, and
DRIFT SPIKES

Prompt Shipments

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Natural Gas Goods

of every description

at

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SAVE TIME & MONEY

Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.

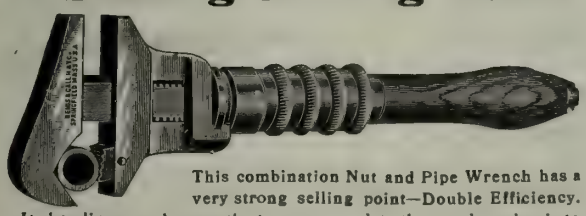
CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

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BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

THE Home Ironing Machine

SELLS QUICKLY BECAUSE IT SAVES TIME AND LABOR

This machine enables the housewife to do the ironing in one-tenth the usual time—and do it better, without any fear of tearing or scorching. Every aggressive dealer should get the good profit that comes with everysale.

We make **hand, motor** and **belt driven ironers.** Heated by Gas orGasoline.

It will be to your interest to get particulars at once.

The McBreen Laundry Equipment Co.

Cincinnati, Ohio

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

BABBITT METAL.

SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

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PRIEST'S CLIPPERS

THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.

Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

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ATLAS STRAP HINGE

Guaranteed stronger than any other strap hinge made from basic wire of the best quality.
Japan finish. Large profit for you.
Write for Samples and Prices.
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Factory Representative
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Representing TORONTO
Hupfield, Ludecking & Co.
Ohio Shovel & Stamping Co.
Cochran Pipe Wrench Mfg. Co.

Quality SLEDS

That Pay A Good Profit

Before stocking up for the winter drop us a card for descriptive catalogue and full particulars on our line.
Write to-day.
Canadian Buffalo Sled Co.
Preston, Ont.

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Ask your dealer for
GOLD COIN WIRE HAT and COAT HOOKS
Made only by
JAMES & REID, Perth, Ont.

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STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

LETTERS
White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto
NUMBERS

J. H. BUTLER, Limited.

Wolverhampton, Eng.

Manufacturers of Chest Handles, Spout Brackets, Steel Rakes, Kettle Ears, Rivets, and all kinds of fittings for Iron and Tin-plate workers' use.
Wedges, Clips and Wire Strainers for Illustrated list on Fencing.
application.
all kinds of Wire

HERCULES
SASH CORD

THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

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The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

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TENTS

We have a number of second-hand tents in stock which you could handle at a nice profit.
List sent on application.
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FIBRE CHAIR SEATS
For prices write to
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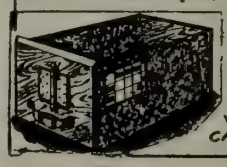
Send For Our New Catalog
S M.Co
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

HARDWARE SHELF BOXES.

Goods Well Displayed are Half Sold!



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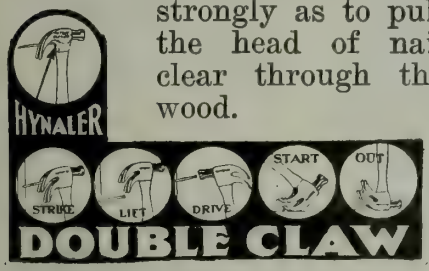
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

Order the "HYNAILER"

Best single claw hammer ever made. Holds the nail for high, low or far across driving. Grips plain part of nail so strongly as to pull the head of nail clear through the wood.



ORDER THE "DOUBLE CLAW" Best Hammer ever made. Holds the nail for starting to drive where you cannot reach with two hands. Pulls the nail out straight without a block. All jobbers.

Manufactured by

DOUBLE CLAW HAMMER CO.

453 BROADWAY BROOKLYN, N.Y.

Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
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The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

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KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

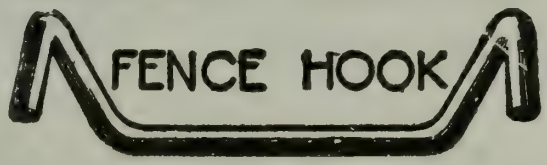
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

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An Auger Bit You Can Depend on. Fully Warranted
FORD AUGER BIT CO. HOLYOKE, MASS.

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High Grade

BAR IRON

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON - ONTARIO

GLAZIERS' DIAMONDS

ARTHUR RUDD & CO. ST. HELENS, LANCS., ENG.

TESTIMONIAL

UNION PLATE GLASS CO., LIMITED.

St. Helens, Lancs., June 27th, 1899.

Messrs. A. Rudd & Co., of St. Helens, have supplied us with glass cutters' diamonds for the last five years, and have also done considerable portion of our resetting during same period, and the work has always given us complete satisfaction.

Per pro UNION PLATE GLASS CO., LTD., Fred T. Brearley, Manager.

Agents:—COLLIER, NEWTON, McCOMBE, LIMITED, Coristine Building, Montreal. ***Write for Price Lists.***

Wood Mantels, Coal, Gas or Electric Grates
Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS, GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

THE BARTON NETTING CO., LIMITED

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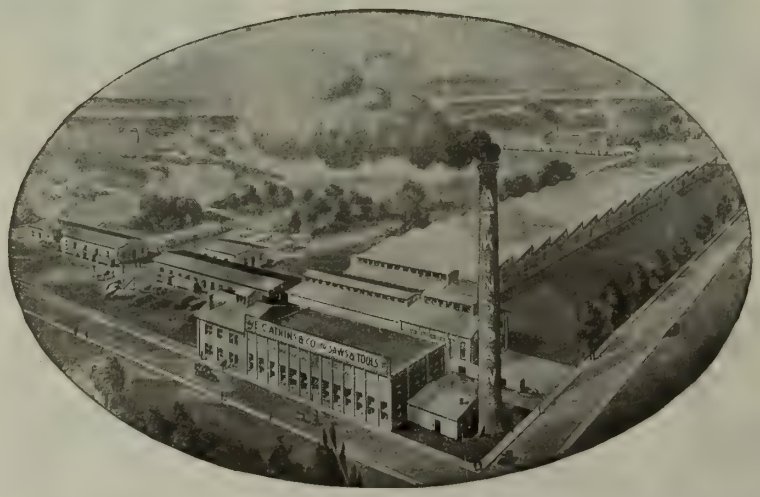


Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont. Branch: Vancouver, B.C.

The "THERMO" Poultry Fountain

PATENTS PENDING

In the **"Thermo"** are embodied the principles of the "dead air space" and the double walls. These worked out into a **practical** idea, make the Thermo Fountain.

After trying out several styles of fountain construction we are free to say: That the "Thermo" meets the demand for a non-freezing fountain.

Stock it now. Every poultry raiser should have one.

Manufactured by

WILL. H. COTTON

SALEM, NEW YORK

HEADQUARTERS FOR LAMPBLACKS

Old Standard, Eagle, Pyramid & Globe

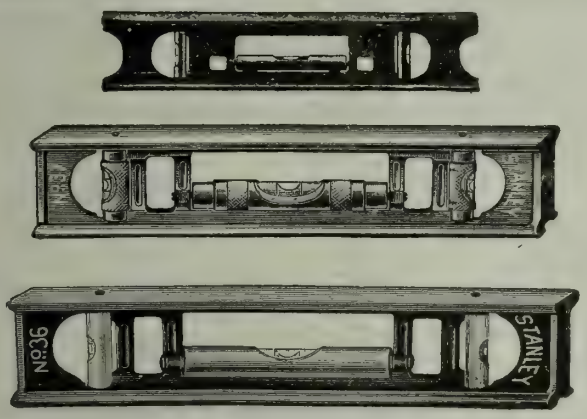
GERMANTOWN LAMPBLACKS

are made by the largest and oldest lamp-black makers in the United States. They have proved that they are the world's best by open and international competition.

Why buy the Near Brand when the Best is Procurable?

The L. Martin Co. Established 1849

NEW YORK, PHILADELPHIA, CINCINNATI, LONDON, ENG.

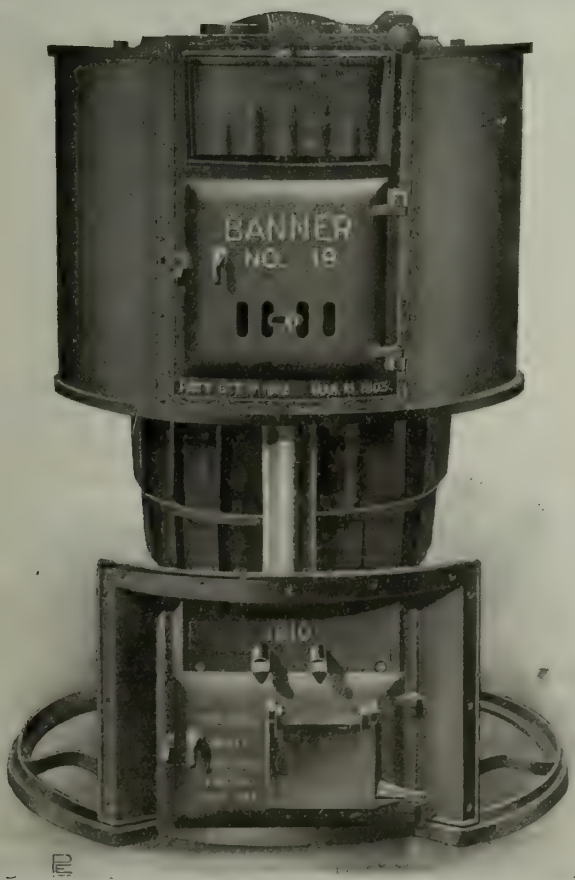


Stanley Tools

SIX REASONS WHY YOU SHOULD STOCK STANLEY METALLIC PLUMBS AND LEVELS

1. Their design is **attractive** and **perfectly proportioned**, which combines the **minimum** of **weight** with the **maximum** of **strength.**
2. The **milling** and other **machine** work is such as to secure **absolute uniformity** in the level stocks, whose top **and** bottom are **perfect straight edges** and parallel.
3. They are **correctly made** and will **remain accurate** under any ordinary condition of use.
4. They are **easily adjustable.**
5. They are **reasonable** in **price.**
6. The **demand** for them is **well established.**

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



The "Banner" Furnace

The **Fire Pot** is made in two sections with a cup joint which minimizes the danger of cracking in the centre. It is flanged or ribbed to add strength and additional radiating surface.

The **Cast Iron Dome** is made exceptionally heavy and fits the Fire Pot with a cup joint. It will last longer and will produce a greater volume of heat and also distribute and maintain a more even temperature than any other construction.

Will prove a splendid profit producer for your store. It is economical, durable and efficient.

All parts which are subject to the wear and tear which a furnace has to endure are made of heavy cast iron, viz: the Grate Bars, the Fire Pot, and the Dome or Combustion Chamber. These are the three essential parts of a furnace that should be heavy and well built. Send for catalogue and prices.

The Galt Stove & Furnace Co., Ltd.

GALT, ONTARIO

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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word

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HARDWARE STOCK, STOVES AND TINware; a great opportunity; thirty thousand turnover; no dead stock; about ten thousand stock. Must be sold at once. 100 per cent. on dollar. J. E. YOUNG & CO., London, Ont. (31tf)

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A LARGE WHOLESALE, RETAIL AND mail order business situated in Western Ontario. Well established for years and doing an increasing and profitable business all over Canada. Many lines being exclusive with unlimited opportunities for expansion. If you are a progressive business man and cannot expand where you are, this is one of the best opportunities in Canada to-day. Address Post Office Box 223, London, Ont. (33)

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SITUATIONS WANTED

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TECHNICAL BOOKS

SALESMANSHIP, DEPORTMENT AND SYStem, by William A. Corbien. A text book for store service, designed as a manual for use in class room, for home study and for reference. Cloth, $1. Technical Book Dept., MacLean Pub. Co., 143 University Ave., Toronto. (tf)

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

The

CONDENSED AD.

PAGE

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Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

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Hardware and Metal

MONTREAL TORONTO WINNIPEG

DO you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and an order blank.

HARDWARE & METAL

Canada's Only Weekly Hardware Paper

MONTREAL TORONTO WINNIPEG

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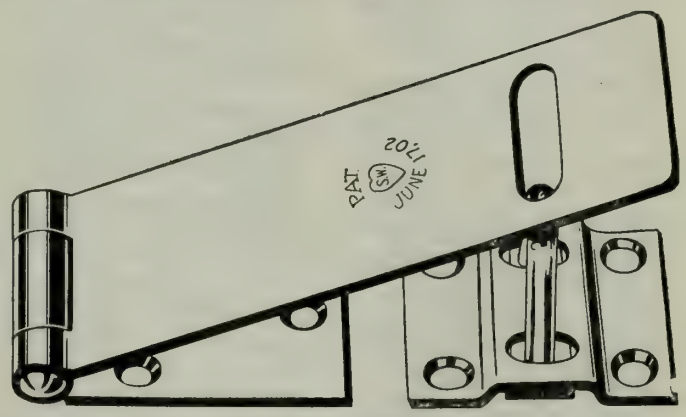

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Oilers.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Brideburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto
Pinchin Johnson Co., Toronto.
G. F. Stephens & Co., Winnipeg.

Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardsin, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

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Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

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Buck Bros., Milbury, Mass.

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Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.

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Simonds Hardware Co., St. Louis.

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Brantford Oven & Rack Co., Brantford.

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Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

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P. & F. Corbin, New Britain, Conn.

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R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
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Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

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Hamilton Stove & Heater Co., Hamilton.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
Simmons Hdw. Co., St. Louis, Mo.

Razors.
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
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Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
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Carborundum Co., Niagara Falls, N.Y.

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Jas. Stewart Mfg. Co., Woodstock.

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Dominion Iron & Steel Co., Sydney, N.S.

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Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

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General Roofing Co., Winnipeg, Man.
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Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.

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General Roofing Co., Winnipeg, Man.
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McArthur, Alex., & Co., Montreal.
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Metallic Roofing Co., Toronto.
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Independent Cordage Co., Toronto.

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Can. Quality Saw & Tool Works, Montreal.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

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E. T. Wright Co., Ltd., Hamilton.

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Henderson & Richardson, Montreal.

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Chicago Spring Butt Co., Chicago, Ill.

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Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
International Varnish Co., Toronto.
G. F. Stephens & Co., Winnipeg.

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Berry Bros., Walkerville.
International Varnish Co., Toronto.
G. F. Stephens & Co., Winnipeg.

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B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

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Henderson & Richardson, Montreal.

Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.

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Galt Stove & Furnace Co., Galt.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
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Hamilton Stove & Heater Co., Hamilton
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Pease Foundry Co., Toronto.
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Jas. Stewart Mfg. Co., Woodstock.

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Steel Co. of Canada, Ltd., Hamilton.

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MacLean Publishing Co., Toronto.

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The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

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The Goodell-Pratt Co. Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Millers Falls Co., New York.
Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.

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Brown-Boggs Co., Hamilton.

Tool Grinders.
Richards-Wilcox Mfg. Co. London, Ont

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Aylmer Pump & Scale Co., Aylmer.

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Dougall Varnis Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co. Toronto
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
G. F. Stephens & Co., Winnipeg.

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Simmons Hdw. Co., St. Louis, Mo.

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Dominion Well Supply Co., Cargill

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Kinsinger Bruce & Co., Niagara Falls.

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B. Greening Wire Co., Ltd., Hamilton

Wire Guards.
B. Greening Wire Co., Ltd., Hamilton

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B. Greening Wire Co., Ltd., Hamilton
Kuhne-Anderton Co., Port Hope.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
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Andrew Wire Works, Watford, Ont.

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The B. Greening Wire Rope Co., Ltd., Hamilton.

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B. Greening Wire Co., Ltd., Hamilton
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Prices range from $25.00 and upwards for rifles.
Special .280 Ammunition with copper tube bullet, patented, $7.50 per 100.

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Everything for the Modern Plumbing Installation

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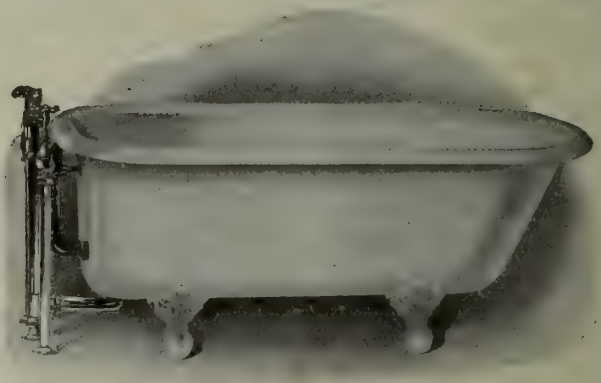

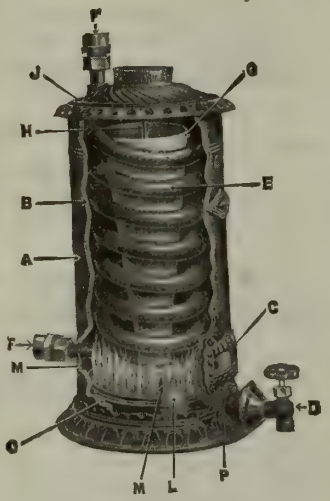

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Write us at once about any line in which interested.

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Admitted duty free when used for educational work in Manual Training Schools

A full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools.

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THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

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That's why practically every hardware house handles them.

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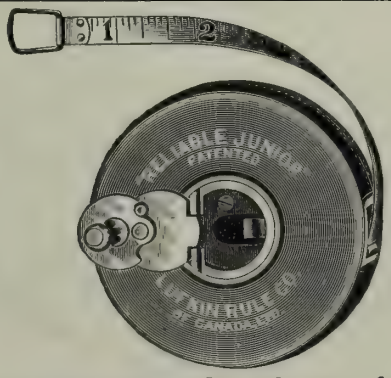

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HAVE BEEN ON THE MARKET FOR YEARS AND SELL READILY BECAUSE THEY ARE WELL MADE TO SERVE A PURPOSE AND SERVE THAT PURPOSE WELL.

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"But this isn't our store! How do you know it's all right, Nan?"

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"Will ring true—too? Sign enough for me! I'm going in."

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

ANNUAL FALL NUMBER — AUGUST 23rd, 1913

VOL. 25 — Publication Office, TORONTO — No. 34

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MONTREAL — TORONTO — WINNIPEG — VANCOUVER — NEW YORK

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A highly finished sheet of uniform color, made in gauges 14 to 24, specially for bodies of Round Oak Stoves.

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A smooth, perfectly flat steel sheet, accurately sheared to specified sizes; specially adapted to the manufacture of stoves and ranges.

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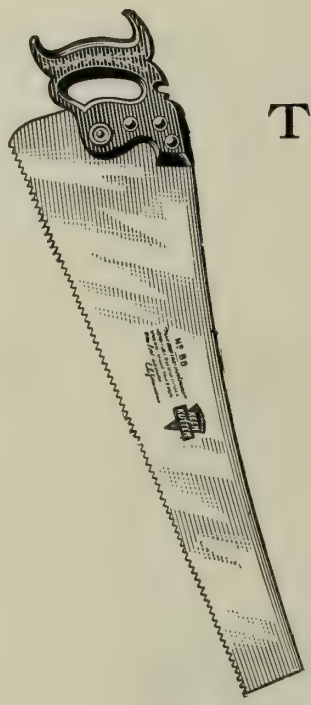

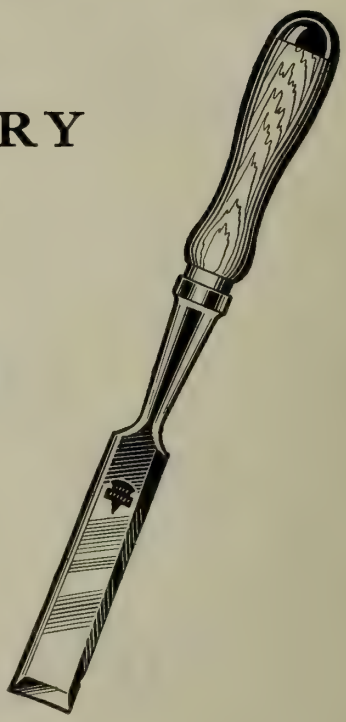

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Have fairly earned the splendid popularity attained among woodmen in Canada.

They possess all the requirements exacted of the highest grade tools of this class—toughness, temper, balance, working ease and long wear—and in addition, are finished in a most attractive manner.

A FINE LINE FOR THE MERCHANT TO STOCK

They Show a Good Profit

STRICTLY GUARANTEED—REPLACED FREE OF CHARGE IF FOUND DEFECTIVE

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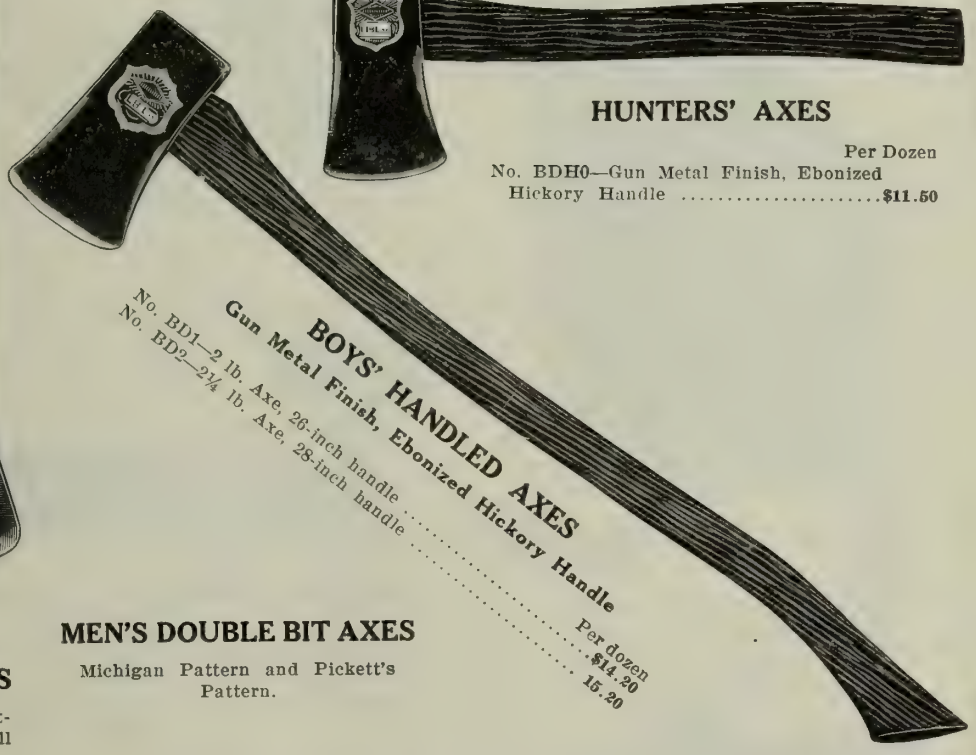
MEN'S SINGLE BIT AXES

Michigan Pattern, Tourville Pattern, Half Wedge Pattern, Full Wedge Pattern.



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Perforated Lance Tooth

Broad Saws 4½ to 6 ft. Narrow Saws 4½ to 5½ ft. One Man's Saws 4 and 4½ ft.

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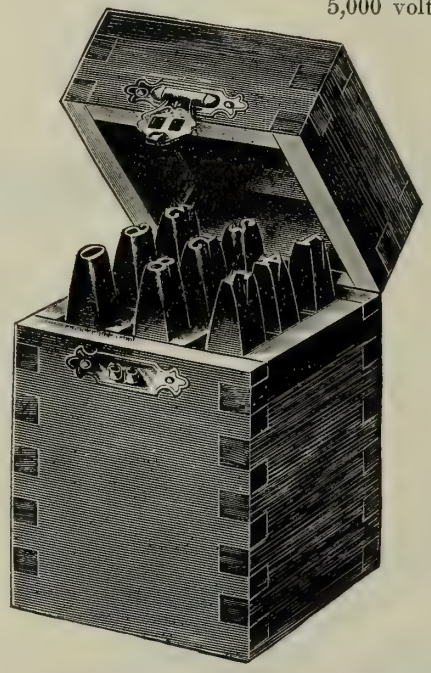

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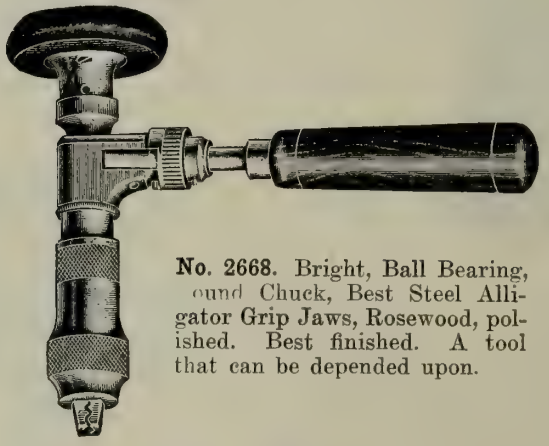
Guaranteed Best Quality.
Sizes ⅛-inch to ⅜-inch.

Screw Drivers

No. 4838R.
Oval polished boxwood handle. Nickel plated, closed ferrule. From 1½ to 10 inches.

Corner Ratchet Braces.



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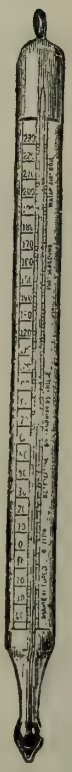

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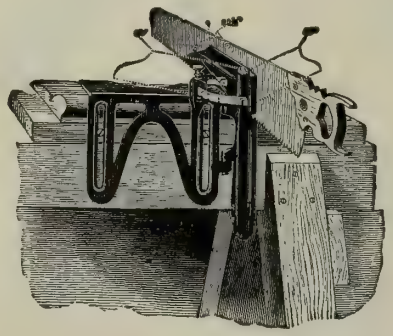

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No. 3654. Chain Pipe Tongs—Nos. 10, 11, 12, 13, 13½, 14, 15, taking pipes from ¼ to 14-inch.

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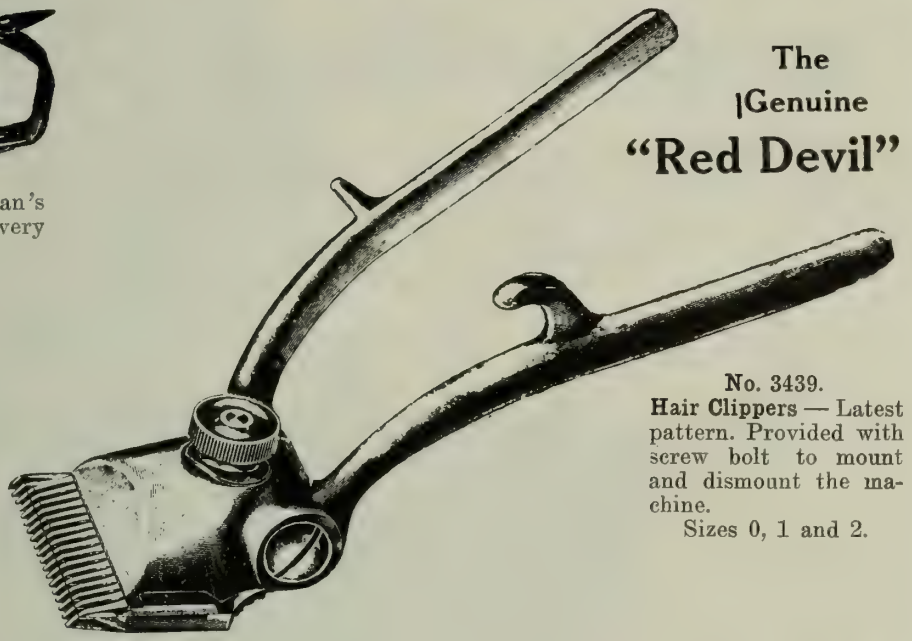
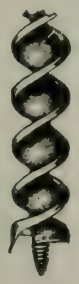
Have Proven Good Sellers

No. 253.
We have a full variety of electrician's and linesmen's tools and outfits of every description.

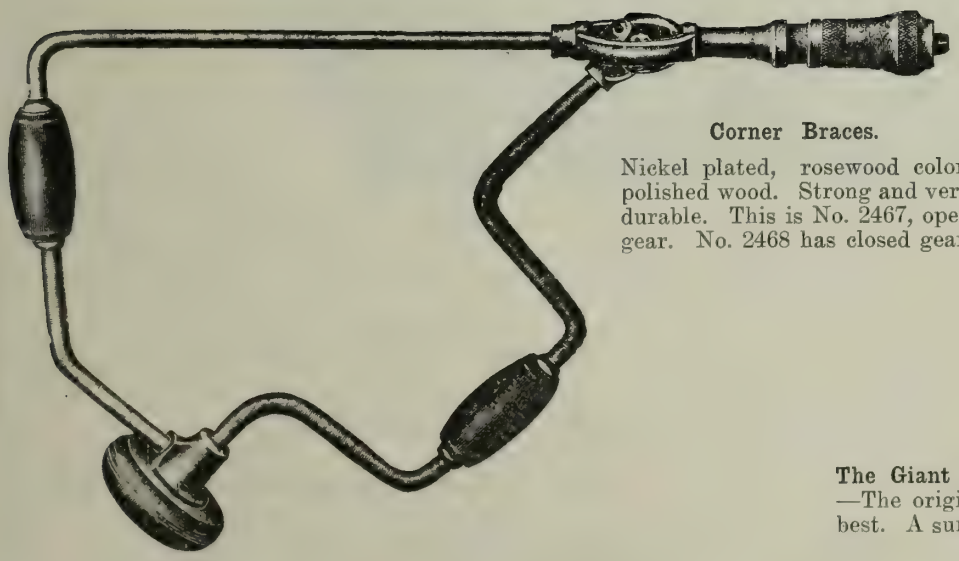
The Genuine "Red Devil"



No. 3439.
Hair Clippers — Latest pattern. Provided with screw bolt to mount and dismount the machine.
Sizes 0, 1 and 2.



No. 2403. Electrician's Bit. No wood too hard or rotten for this bit.



Corner Braces.
Nickel plated, rosewood color, polished wood. Strong and very durable. This is No. 2467, open gear. No. 2468 has closed gear.

The Giant Nail Puller —The original and the best. A sure seller.

pany, Limited, Montreal

STAR
Safety Razor

Mr. DEALER—ATTENTION!

The Star Safety Razor has been made by us for the past thirty-seven years. During our long experience we have from year to year improved upon it in quality and mechanical perfection. The old reliable "STAR" with the hand-forged solid heavy blade is to-day absolutely perfect in every detail. We could not improve the razor, so we have improved the case. Here it is.

The No. 1 Star Safety Razor

No. 1 STAR SAFETY RAZOR SET (illustration actual size). Handsome black leatherette case, purple velvet lining, silver nickel-plated razor frame, heavy metal combination handle and stropper and one "Star" Blade.

Get ahead of the other fellow in your city and fill all orders upon demand. Good profit and big sales are yours if you stock at once. Write us for catalogue and quotations on our complete line of

Star Safety Razors
Star Stropping Machines
Star Diagonal Grooved Strops
Star Shaving Brushes
Star Safety Corn Razors

Your Jobber will supply you. If he does not carry a stock of our lines please write and give us his name.

KAMPFE BROS. **8 Reade Street, New York City**

If quality is what you want in Roofing

Samson Ready Roofing

(The Guaranteed Roofing)

is the brand to buy

The recognized quality of "Samson" Ready Roofing makes it a very desirable line for you to handle, and one that will repay all the effort that can be devoted to its sale.

Samson Roofing is Weather Proof

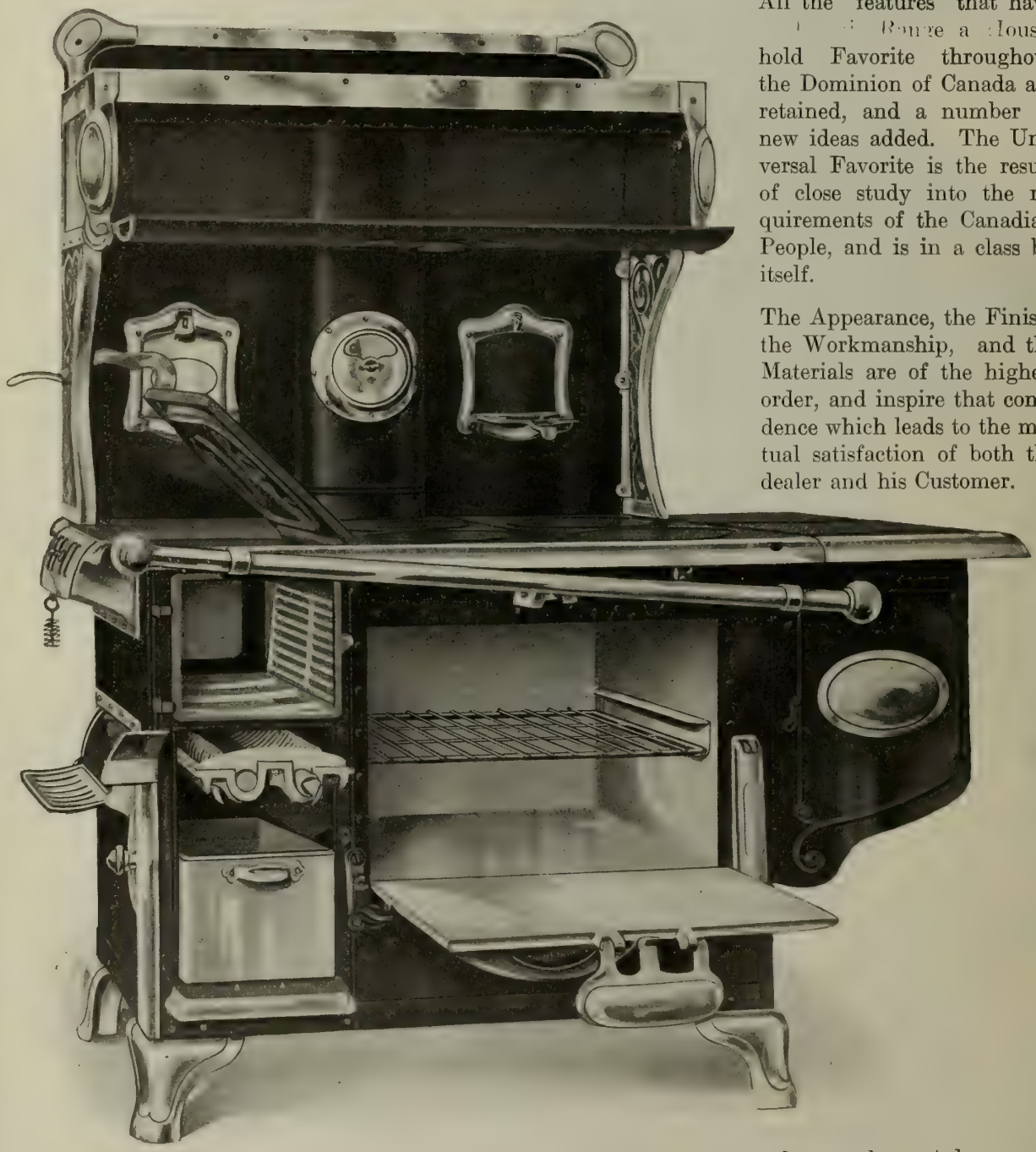
H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

We Ship Promptly **Toronto** Our Prices are Right

Graham Nails are the Best

THIS IS THE UNIVERSAL FAVORITE
IN ITS NEW SEMI-PLAIN DRESS



All the features that have made the Universal a Household Favorite throughout the Dominion of Canada are retained, and a number of new ideas added. The Universal Favorite is the result of close study into the requirements of the Canadian People, and is in a class by itself.

The Appearance, the Finish, the Workmanship, and the Materials are of the highest order, and inspire that confidence which leads to the mutual satisfaction of both the dealer and his Customer.

If you are not handling this Range, order a sample, and watch your stove trade grow.

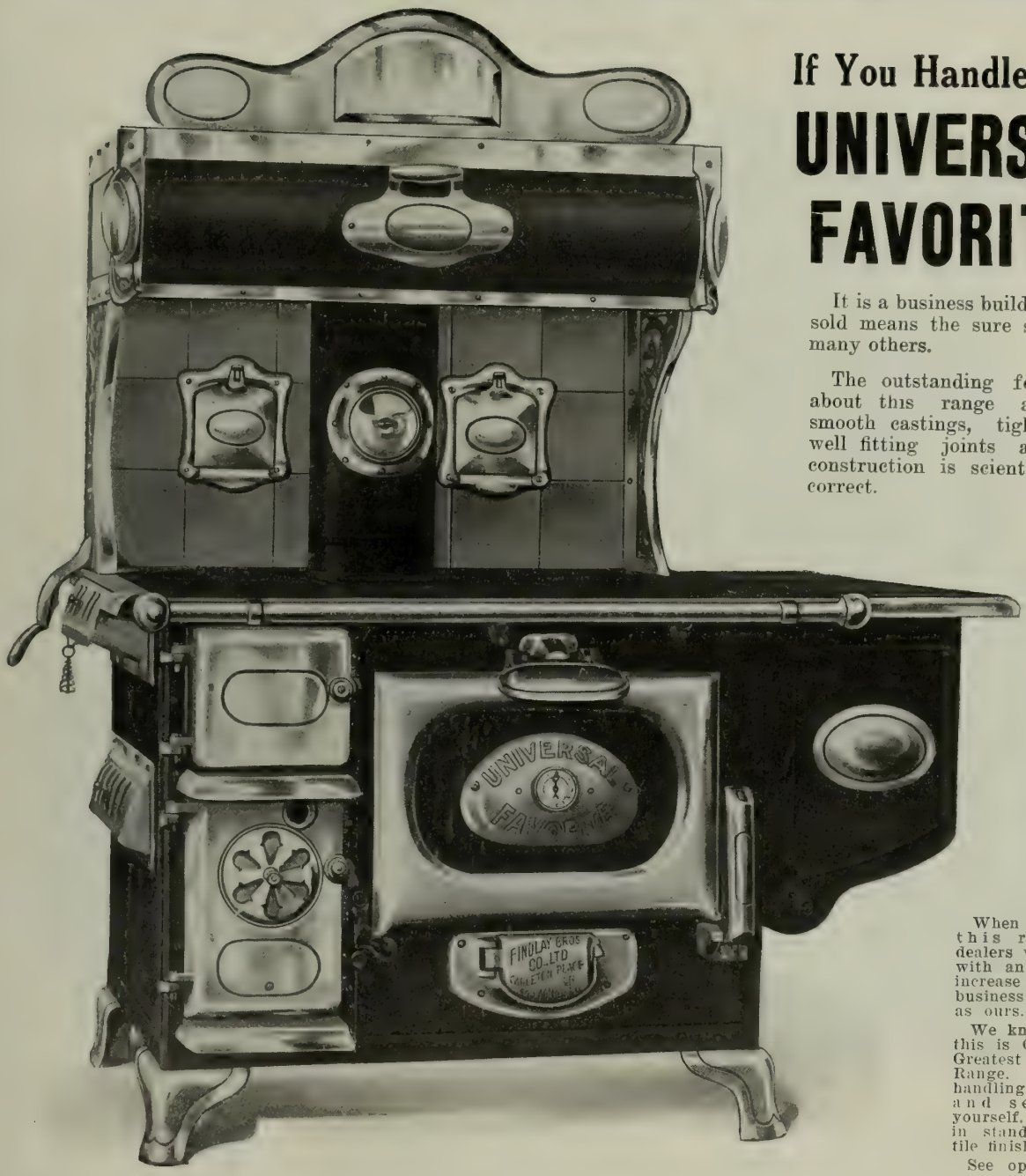
FINDLAY BROS. COMPANY, LIMITED

Head Office and Works, CARLETON PLACE, ONT.
Branch House, - - 260 Princess Street, WINNIPEG

Wholesale Jobbers for N. Alberta, REVILLON WHOLESALE LIMITED, Edmonton

Distributing Agents: { **For Southern Alberta, D. V. COPE & CO., Calgary.**
For British Columbia, GEO. D. HORSMAN, Vancouver.

You Will Multiply Your Range Sales



If You Handle The UNIVERSAL FAVORITE

It is a business builder, one sold means the sure sale of many others.

The outstanding features about this range are its smooth castings, tight and well fitting joints and its construction is scientifically correct.

When we offer this range to dealers we do it with an aim to increase their business as well as ours.

We know that this is Canada's Greatest Steel Range. Start handling it now and see for yourself. Made in standard or tile finish.

See opposite page.

FINDLAY BROS. COMPANY, LIMITED

Head Office and Works: - CARLETON PLACE, ONT.
Branch House: - 260 PRINCESS STREET, WINNIPEG

Wholesale Jobbers for North Alberta: REVILLON WHOLESALE LTD., EDMONTON

Distributing Agents { **for South Alberta: D. V. COPE & CO., CALGARY**
for British Columbia: GEO. D. HORSMAN, VANCOUVER

The Climax Peninsular

For Coal or Wood

A New Peninsular Steel Range

Handsome Design

Highly Finished

Moderate Price

No.	Covers	Size of Oven	Wood Length
69-16	Four 9 in.	16 x 19 x 12	26
69-18	Two 6 in. Four 9 in.	18 x 19 x 12	26
69-20	Two 8 in. Six 9 in.	20 x 19 x 12	26

Clare Brothers & Co., Limited

Preston - Ontario

BRANCHES:

CLARE & BROCKEST Limited, Winnipeg
RACE, HUNT & GIDDY, Edmonton
REYNOLDS & JACKSON, Calgary
J. M. KAINS & CO., Vancouver
THE MECHANICS' SUPPLY CO., Quebec

New Peninsular Oaks

The Hero Oak

The Fancy Oak

This new line of OAK Stoves follows the popular fancy for castings without any deep carving.

The illustrations display the attractive character of the design. The doors are large and the durable bar grate is used. The price is equally as attractive as the design.

No.	Diameter of Body	Weight Plain	Weight Nickelled
12	12	100	110
14	14	120	130
16	16	140	150

Clare Brothers & Co., Limited

Preston - Ontario

BRANCHES :

CLARE & BROCKEST, Limited, Winnipeg
RACE. HUNT & GIDDY, Edmonton
REYNOLDS & JACKSON, Calgary
J. M. KAINS & CO., Vancouver
The MECHANICS' SUPPLY CO., Quebec

SEND FOR A
Hecla Furnace Catalog

If you have not already received a copy for your file send a card and we shall mail you one immediately.

The catalogue explains in detail the value not only to the dealer, but to the consumer, of those distinctive features of HECLA Furnace construction, such as Fused Joints, Steel Ribbed Fire Pots, Circular Water Pan, Cast Iron Combustion Chamber, Individual Grate Bars, etc., and shows how their advantages can be clearly and convincingly explained to a prospective buyer.

The present popularity of the HECLA Furnace is founded on its success in operation,—a success that is general from the Atlantic to the Pacific. The good will created by the many thousands of HECLA heated homes all over the country and the influence of the wide spread and systematic advertising which we are doing in the newspapers and magazines throughout Canada is of inestimable value to the men who instal HECLA Furnaces.

Moreover we carry large stocks of HECLA Furnaces not only at Preston, but at convenient shipping points throughout Canada, from which prompt delivery can be made.

There are still some points where we have no agencies. If there is no HECLA dealer in your town, write for a catalogue and get our proposition. We can not only help you sell furnaces, but help you sell them at a profit.

Clare Brothers & Co., Limited

Preston - Ontario

BRANCHES:

CLARE & BROCKEST, Limited, Winnipeg
RACE, HUNT & GIDDY, Edmonton
REYNOLDS & JACKSON, Calgary
J. M. KAINS & CO., Vancouver
The MECHANICS' SUPPLY CO., Quebec

HECLA

Warm Air Furnaces

Hecla Features That Make Sales Easy

HECLA Patent Fused Joints
(No gas or dust)

Steel Ribbed Fire Pots (Patented)
(Save one ton of coal in seven)

HECLA Cast Iron Combination Chamber
(Makes for durability)

Individual Grate Bars
(Make cleaning easy)

Circular Water Pan
(Even distribution of moisture)

No.	Diameter of Fire Pot.	Size of Fire Door.	Capacity.
116	16 inch	12 x 13 inch	10,000
119	19 inch	12 x 13½ inch	15,000
122	22 inch	12 x 14½ inch	25,000
125	25 inch	12 x 14½ inch	35,000
128	28 inch	12 x 14½ inch	60,000

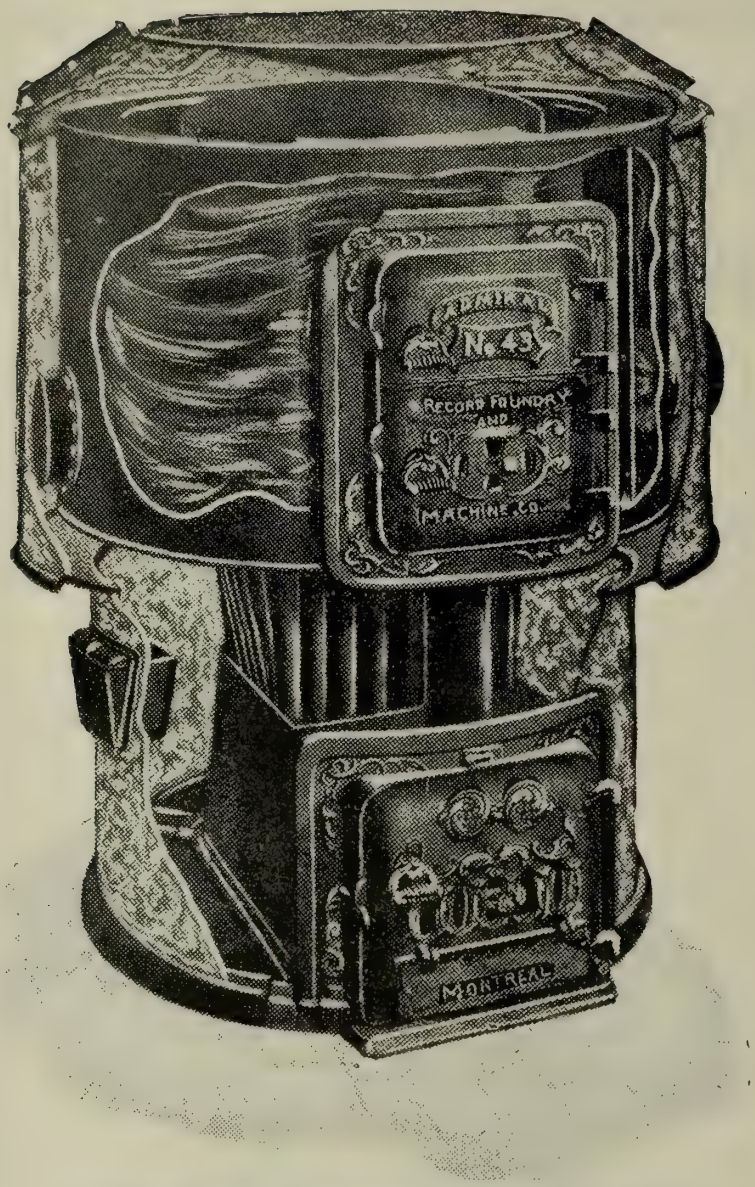
Write for New Catalogue

Clare Brothers Co., & Limited

Preston, - Ontario

BRANCHES:

CLARE & BROCKEST, Limited, Winnipeg
RACE, HUNT & GIDDY, Edmonton
REYNOLDS & JACKSON, Calgary
J. M. KAINS & CO., Vancouver
The MECHANICS' SUPPLY CO., Quebec



The ADMIRAL Furnace Is An Exceptional Value

Burns Hard or Soft Coal or Wood

It gives customers complete satisfaction and yields you a good profit.

SPECIAL FEATURES

Large steel radiator giving a quick heat from fuel.

Large combustion chamber with flues 4x24 inches that do not clog up with soot.

Large double feed doors specially adapted for wood.

Smoke pipe opening above the feed door which prevents the smoke from coming out of the door when feeding coal.

Gas tight radiators designed and constructed to provide equal expansion of all parts when heated so as not to open the joints.

Square fire pot in one piece. The Boynton special patent feature.

Direct or indirect draft with gas explosion door.

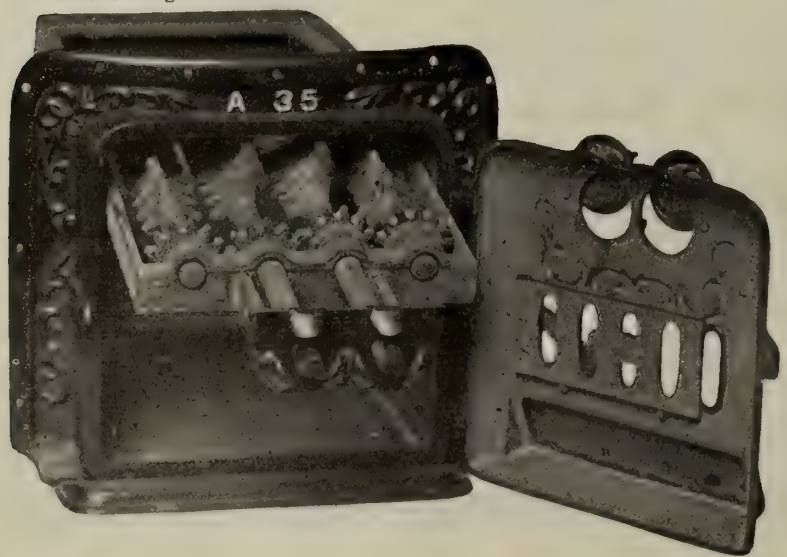
Removable triangular grates.

Large ash pit with tight dust flue.

Absolutely Guaranteed.

Note Novel Construction of Fire Pot

The scientific construction of this Fire Pot is such that every separate RIB or SECTION forms a BRACE for the other, making it absolutely impossible for any two sections or ribs to WARP OR CRACK at the same place. The corners of the pot being perpendicular permit rapid clearance of ashes, thus giving quick radiation of heat. The top forms a COMPLETE CIRCLE, while the bottom a PERFECT SQUARE, thus allowing a large amount of grate surface.



Grate Partly Removed From Ash Pit

This is one of the MOST PERFECT FURNACE grates on the market. It is of the triangular operating pattern, each pair of bars being operated independently by the use of a handle applied to the two centre bars.

The Record Foundry & Machine Co.

Foundries at MONCTON, N.B.

SALES AGENCIES AT

Moncton, N.B., Toronto, Ont., Montreal, P.Q., Winnipeg, Man., Vancouver, B.C.

A Furnace of Merit

That Will Increase Your Trade

You are really the purchasing agent for your customers. When they call for a furnace they expect you to give them one that will prove durable, efficient and economical.

Sell Banner Furnaces and you will give them a value that they expect to get. They will come to you for other things as a result.

Besides making good everywhere, the Banner pays a splendid profit.

The "BANNER"

The Predominating Features

THE ARCHED CAST IRON DOME connected with the Radiator gives it an exceedingly large radiating surface.

THE FIRE POT is reinforced with heavy ribs on the outside to give the pot additional strength and radiating surface.

THE GRATE BARS are triangular in form, and this is the best designed grate for furnace requirements. They operate in pairs and will break clinkers, etc., without any difficulty.

THE CAST IRON DOME is made in one piece, and is indestructible.

THE DIRECT DRAFT DAMPER is fitted with a gas damper.

THE ASH PIT is large and roomy and is fitted with a suitable ash pan.

THE STRAIGHT CASING. The furnace is fitted with a straight casing which gives a large space for the circulation of the cold air supply.

It is simple in construction and easily installed.

MADE IN FIVE SIZES.

WRITE FOR CATALOGUE AND PRICES.

The Galt Stove & Furnace Co., Ltd.

GALT, ONT.

Two Ranges In One!

A Combination of the Best Coal and Best Gas Range We Make

The Kind of Seller for which You are Looking

The most important part of a gas range is the burner: a coal range—the fire-box.

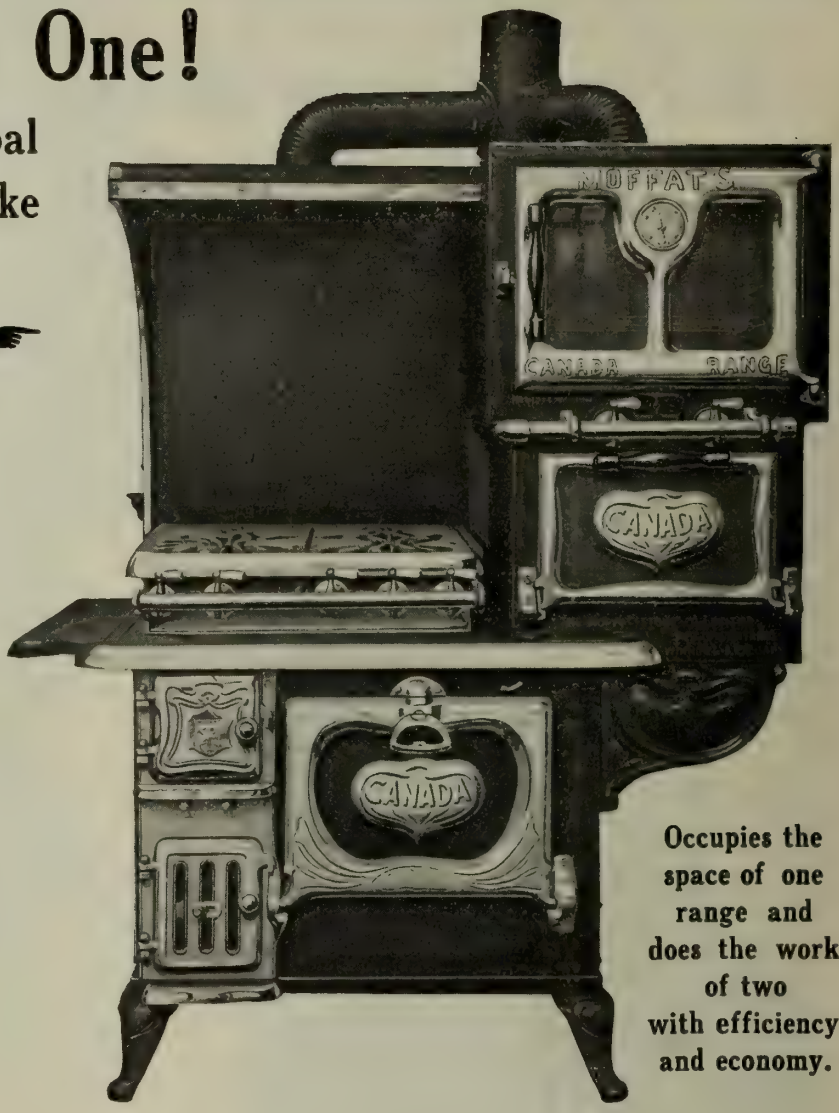
The Gas Section of the Canada Combination is fitted with the most scientific burners yet produced

There are no burners in the flues to close up.

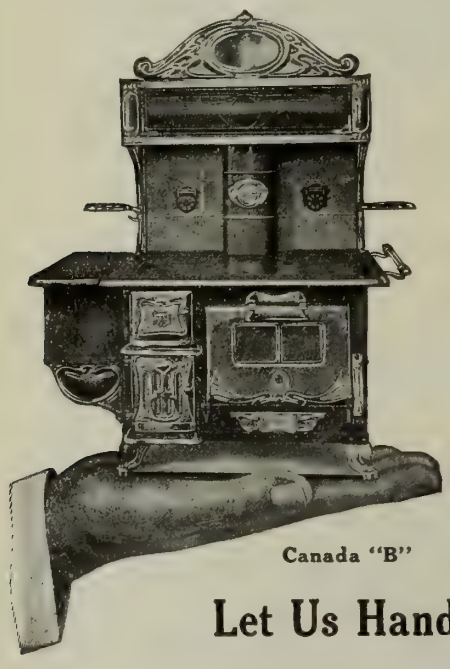
The coal fire-box has very heavy bricks, enclosed cogs, heavy anti-clinker duplex grates, and brick rests. All parts easily removed when required.

The body of the coal section is lined throughout with heavy asbestos, held in place with cast racks, insuring against warping, sweating and rust.

The interior of the gas oven is removable without undoing a single bolt or nut, making it a pleasure instead of drudgery to keep it clean.



Occupies the space of one range and does the work of two with efficiency and economy.



Canada "B"

Nickel work and ornamentations are especially adapted for cleaning, all the corners are rounded, no bolt heads or nuts on the face of oven doors and medallions.

The canopy and ovens are both ventilated into the smoke pipe.

The 4 burner gas table folds up under canopy.

Both coal and gas ovens can be used at the same time.

Let Us Hand You A Good One—The Canada "B" Steel Range

Sales come quick and you get a splendid profit.
Ask for full particulars.

The MOFFAT STOVE CO., Limited, Weston, Ont.

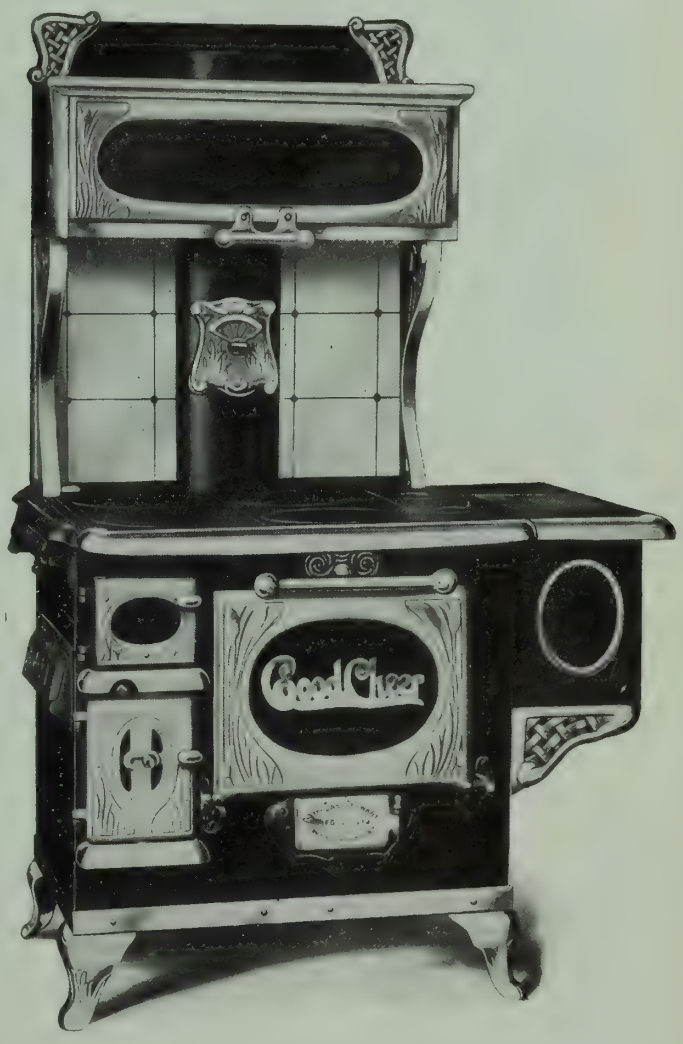
Montreal Winnipeg Calgary Vancouver

THE "Good Cheer"

STEEL RANGE No. 49-163

The daintiest piece of kitchen furniture yet designed

Just the nicest range for the love-in-a-cottage couple. Makes cooking a delight and, as for her favorite recipes, well—she simply can't fail.



The No. 49-163 is the little sister of our big No. 69-211 21-inch oven "Good Cheer" (the handsomest range in Canada).

The No. 49-163 has four 9-inch holes; 16x19x12 oven; stands 30 inches in height to range top; has key-plate top, duplex grates and removable nickel range edge; encased copper contact tank or regular waterfront. Plain or tiled high closet.

Nos. 49-183 and 49-203, the 18 and 20-inch oven sizes, are exact duplicates of the No. 69-211, but with four 9-inch holes instead of six.

This "Good Cheer" line makes at once the finest and most complete assortment of the one range yet offered.

The JAMES STEWART MFG. CO., Limited

WOODSTOCK, ONTARIO

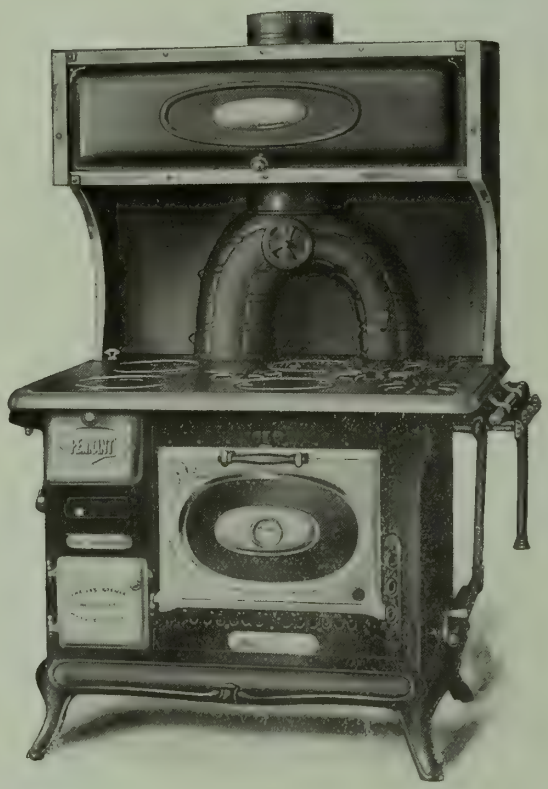
Western Warehouse **156 Lombard St., Winnipeg**

THE

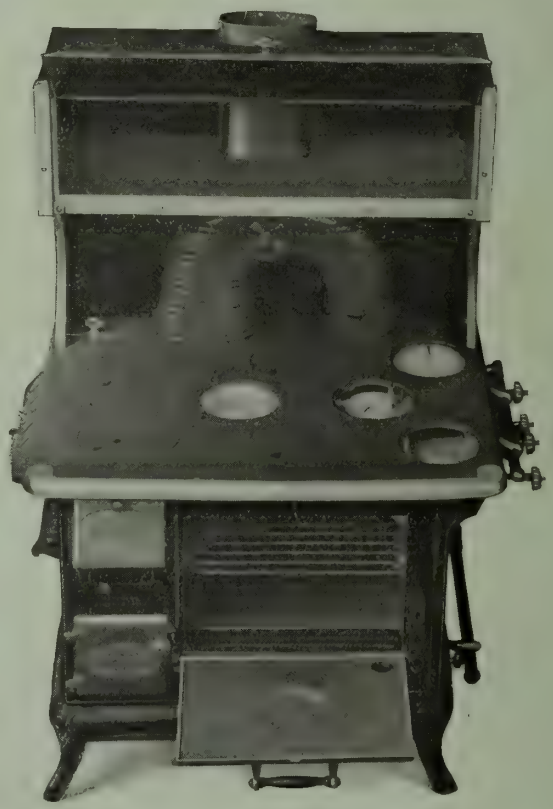
"Good Cheer"

PENNANT

Two Fuel Range



Gas, Coal or both together. Not a makeshift, but two distinct stoves in the one body. No moving of burners or reaching into sooty flues. Always ready for either or both fuels.



It burns coal in the fire-box and gas at *every one* of the burners, at the same time, if you wish.

It burns Trash and Waste Paper while cooking or baking with gas—saving some gas—and getting rid of trash easily.

It cooks two vessels back of a third one over front corner burner with only that one burner lighted.

It saves a full third of your gas bill for the two foregoing reasons.

It carries all poisonous gas fumes out of the house.

The JAMES STEWART MFG. CO., Limited

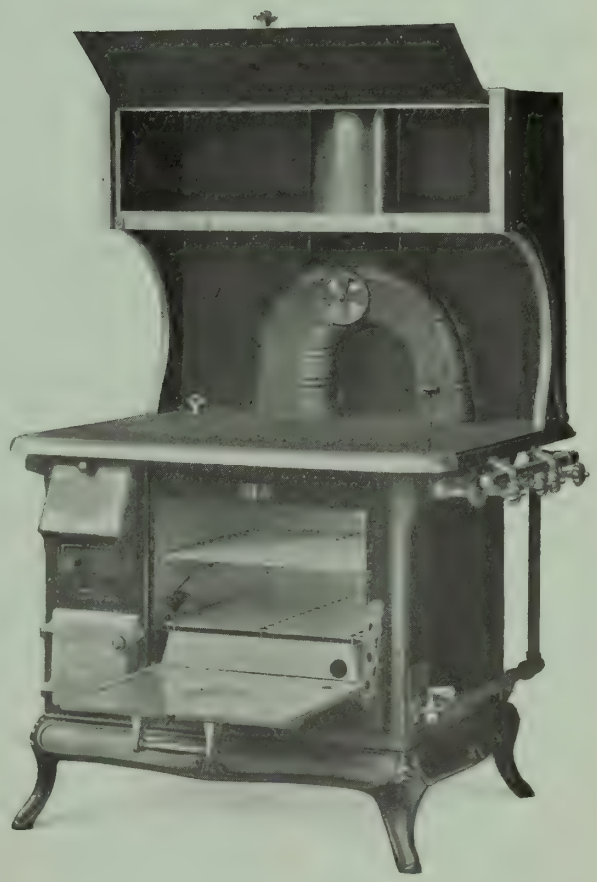
WOODSTOCK, ONTARIO

Western Warehouse **156 Lombard Street, Winnipeg**

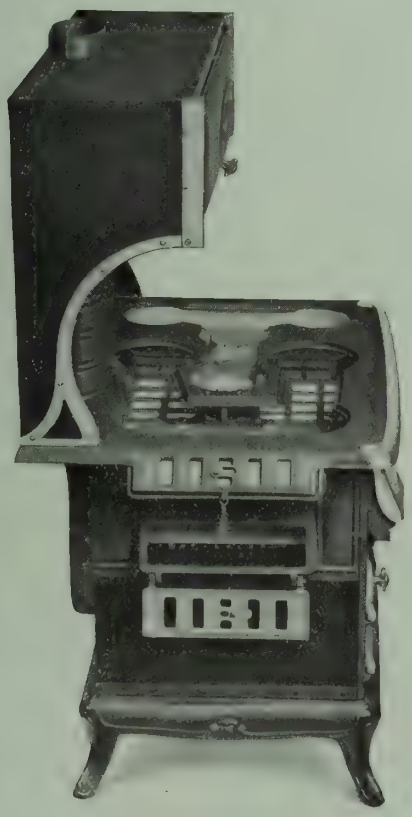
THE

"Good Cheer"

PENNANT



It cooks the morning meal with gas while the coal fire is "coming up." It permits the use of a regular water-front in the coal firebox. It enables you to change from gas to coal should the gas fail you at a critical time—as it has been known to do. It bakes perfectly with coal or wood. It burns a



perfect flame at each burner, when all are burning—something no other range does—because of our Patent Air Blast Burners. It's a labor saver not a labor maker.

If you have gas in your town, either natural or manufactured, this is the range which will have the call. If you would know more about it, don't delay writing us.

The JAMES STEWART MFG. CO., Limited

WOODSTOCK, ONTARIO

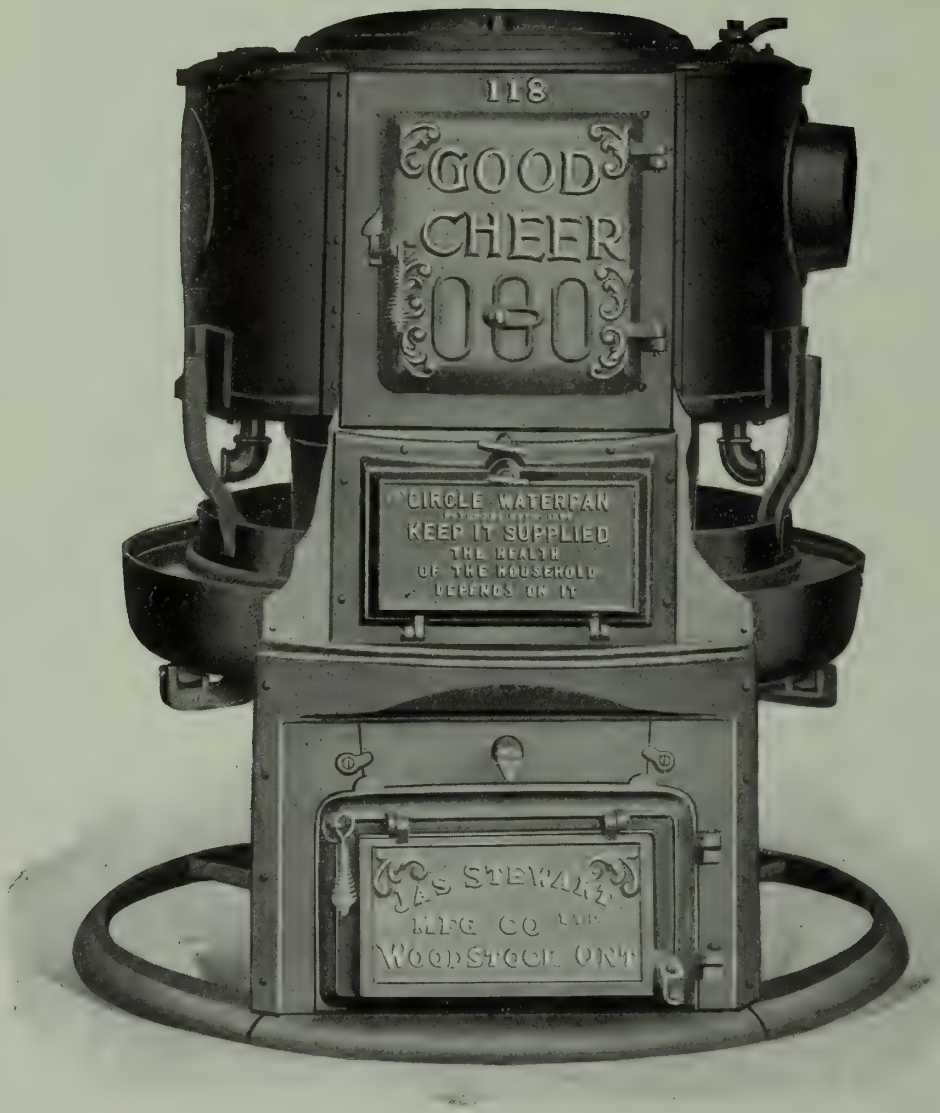
Western Warehouse **156 Lombard St., Winnipeg**

THE

"Good Cheer"

Circle Water Pan

WARM AIR FURNACES



And, back of all, stands The "Good Cheer," the furnace which has shown that a really delightful and healthful warmth is possible indoors in winter.

The Circle Waterpan makes life worth while.

MEMBER OF
CANADIAN HARDWARE
B.C. ALTA. SASK. MAN. ONT. QUE.
MANUFACTURERS EXHIBITORS
ASSOCIATION

The JAMES STEWART MFG. CO., Limited

Woodstock, Ontario

Western Warehouse — **156 Lombard St., Winnipeg**

TAKE ADVANTAGE OF "IMPERIAL" CO-OPERATION

We Believe That The Perfection Smokeless Oil Heater Is The Best Heater Ever Sold.

PERFECTION SMOKELESS OIL HEATER

It represents the very latest advance in scientific construction. Its success in the past has justified our belief.

This year we are pushing this heater with big advertising all over Canada. Every family in the Dominion will read about it. It already has millions of satisfied users.

Take advantage of this big selling help and push the Perfection Heater. It means a big profit on every sale, and a quick turnover of your money.

Send in your order now, along with your order for

Rayo Lamps and Lanterns

THE IMPERIAL OIL COMPANY
LIMITED

Toronto	Montreal	Winnipeg	Vancouver
Ottawa	Quebec	Calgary	Edmonton
Halifax	St. John	Regina	Saskatoon

THIS NEW RANGE OFFERS

An Attractive Proposition to Dealers

Good profits and quick sales recommend the Prize Perfection Range as a dealer's proposition.

The Prize Perfection Range

—is a popular priced range of exceptionally high merit.

It gives good satisfaction with either hard or soft coal or wood. For this reason it appeals to dealers in all sections of the country. It will be worth your while to investigate this proposition.

A postcard will bring you full information.

The
James Smart Mfg. Co.
Limited
Brockville, Ont. **Winnipeg, Man.**

Announcing The
SYMES

3000 lb. Truck. To Run on Gasoline or Kerosene

Timken Worm Drive Axle.

Pressed Steel Frame, Heat Treated.

Left Hand Steer.

Tires, Rear 36x5.

Tires, Front 36x3½.

Demountable Rims.

Guaranteed for 1 Year.

Powerful En Bloc Motor 3¾″x5.″¼.

Wheel Base, 130″. Centre Control.

Length of Body Rear of Seat, 10′.

Width Optional.

Chassis Complete with Driver's Seat, Gas Tank, Lamps, Tools, Etc. Price $2700

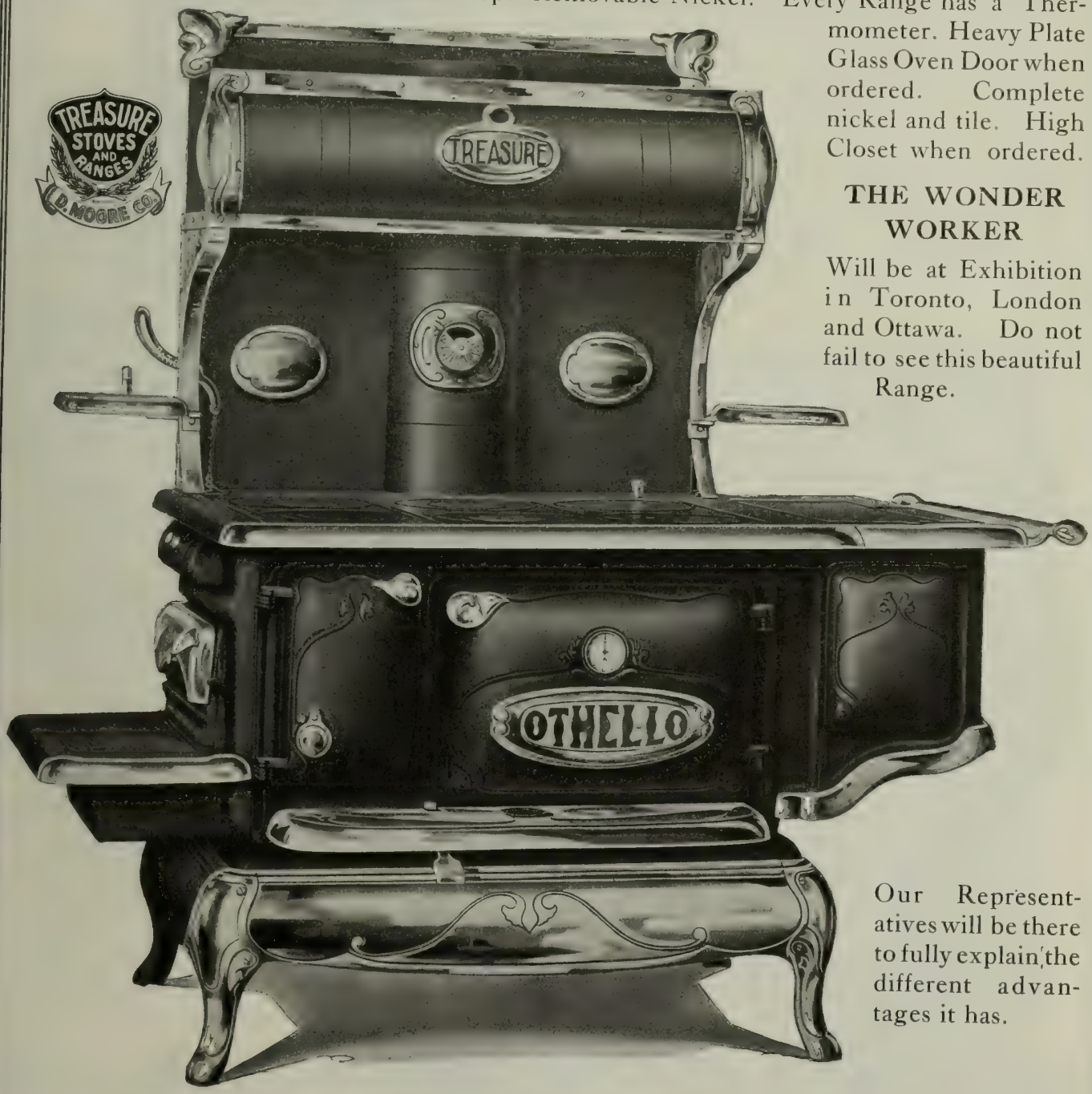
THE SYMES MOTOR TRUCK CO.

CHATHAM **Phone No. 800** **ONTARIO**

"Othello" Treasure

THE GREATEST BAKER ON EARTH

The latest production of Cast Iron Ranges on the Canadian Market. Beautiful design of a Semi-Plain Finish. Burnished Top. Removable Nickel. Every Range has a Thermometer. Heavy Plate Glass Oven Door when ordered. Complete nickel and tile. High Closet when ordered.



THE WONDER WORKER

Will be at Exhibition in Toronto, London and Ottawa. Do not fail to see this beautiful Range.

Our Representatives will be there to fully explain the different advantages it has.

The D. Moore Company, Limited

Hamilton, Canada

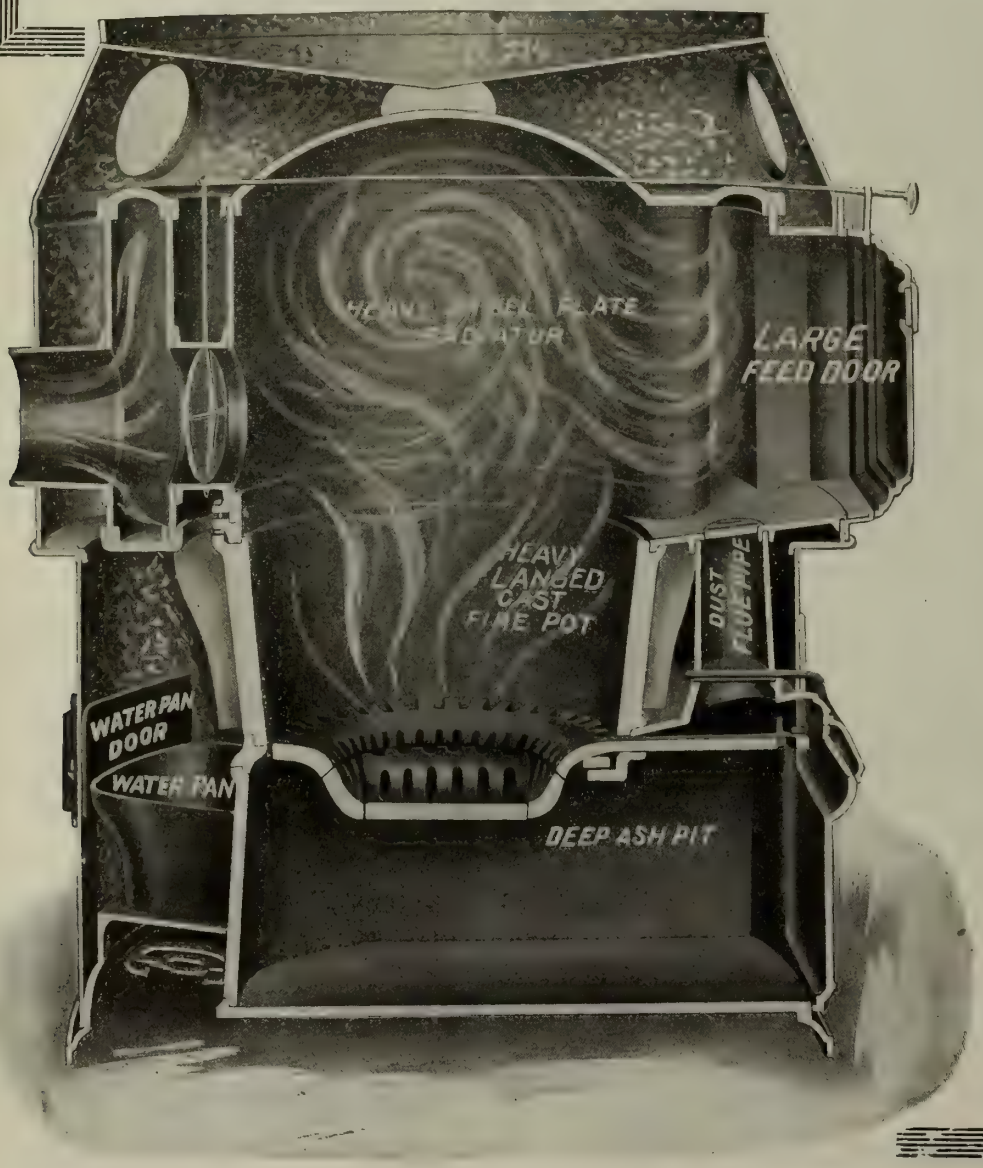
Agencies:—MERRICK ANDERSON, Winnipeg, Man. **JOHN BURNS, Vancouver, B.C.**

New Idea Furnaces

Sell Quickly Because They Have Many Exclusive Features Embodied in Design and Construction

The radiator has triple radiating surfaces, providing a large area of effective heating. The construction is such that the heat makes a complete circuit of both inner and outer radiator and is practically all absorbed before it reaches the smoke pipe.

The New Idea is fitted with the *Duplex Grate*—the only grate made embodying all the advantages found in rocking, dumping and shaking grates and eliminating all of their disadvantages.



With this grate all ashes and clinkers are easily and quickly removed without the loss of any coal.

Anybody can operate it successfully. The New Idea is easy to instal and requires but little attention. With ordinary care will last as long as the building in which it is installed.

Every New Idea Furnace is backed with a Five-Year Indemnity Guarantee.

Let us furnish you with complete description.

Hamilton

Successors to Gurney, Tilden & Co., Limited.

The Champion Souvenir

Six Cooking Holes

The Domestic Souvenir

Four Cooking Holes

This one of the best selling ranges in the country and one that has proved its worth over and over again to scores of dealers.

They may be had in a variety of styles to suit the requirements of any family.

They may be had plain, as one illustrated with high shelf—with a high warming closet —with a reservoir—or with any combinations of these additions.

There is beauty in the heavy mouldings of this cast iron range that appeals to the housewife of good taste, and in the souvenir the highest attainment in stove manufacture has been reached.

While the construction of the oven assures better cooking, we have not neglected the very important question of fuel economy. The fire box is deep and of generous size. It is built straight up and down sides so that the coal will not lodge on the sides and burn more rapidly than it should.

Fitted with duplex grates you can dump the ashes and clean the fire down rapidly without loss of coal. Clinkers are cut out by one movement of the shaker handle and drop into the ash pan without poking or extra shaking.

Get full particulars on this trade-winner.

The Art Souvenir

It is doubtful if any other heating stove has had anywhere near the sales of this magnificent base burner. Besides being strikingly beautiful, it will give years of perfect service, heating a large area at a surprisingly low price. It is one of the few stoves that are adaptable to window display. Its deep, rich nickel, its strictly and handsome build compel more than passing interest from the casual observer.

The Art Souvenir is easily dismounted, the grates easily being removed without touchng a bolt.

Ask for descriptive matter.

Stove & Heater Co., Limited

Hamilton, Ont.

Tilden, Gurney & Co., Limited, Winnipeg, Calgary, Vancouver

Automatically regulates Fire.

Saves 25% of Fuel

Maintains Uniform Temperature.

Prolongs Life of Stove.

Prevents overheated Flues.

Fire cannot run away.

Used with any Fuel.

Furnished for all sizes of pipe.

Send for circular.

Arnold Automatic Damper

For

Stoves or Furnaces

GUARANTEED
To Save 25% of Fuel or Money Refunded

Sold exclusively through dealers by

W. H. Thorne & Co., Ltd., St. John
In Maritime Provinces

Wood, Vallance & Co., Hamilton
In Western Ontario

Marshall-Wells Co., Ltd., Winnipeg
In Western Canada

Lewis Bros., Ltd., Montreal
In Eastern Ontario and Quebec

Automatic Damper Co., Limited

Hamilton and Winnipeg

The Best Steel Range Value In Western Canada

Our special equipment and exceptional manufacturing facilities enable us to produce this high-grade range at a surprisingly low price.

It is made of the best possible materials—pure pig iron (no scrap) and the highest grade of steel—by skilled Canadian workmen.

The GARLAND Steel Range

We guarantee it to be a quick baker, economical on fuel and to give perfect satisfaction; a first-class range in every particular, which cannot fail to please your customers.

DESCRIPTION

Specially adapted for burning soft coal.

Key plate top. Perfectly plain nickel finish—easily kept clean. Heavy polished steel body ful'y protected by asbestos. Exceptionally heavy **duplex grates.** Large fire box, well proportioned. Removable towel rail. Interchangeable parts. **Oven bottom double braced.** Large copper reservoir encased—water heated quickly without extra fuel. Large roomy warming closet. Check damper in pipe. Made in 4 sizes—14 in., 16 in., 18 in., and 20 in. ovens high and deep—8 or 9 covers.

Why not stock this range now? It will mean larger profits for you. Our 35 years successful record stands behind it.

Bowes, Jamieson Limited

Manufacturers of Garland, Stoves, Ranges and Furnaces

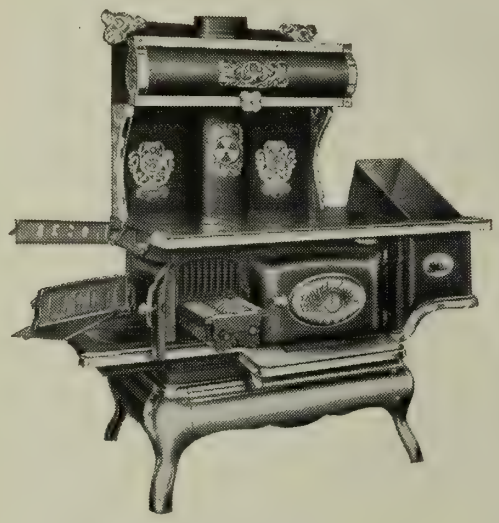
Established 1883 **Hamilton, Ont.** **Incorporated 1911**

Peart Bros. Hardware Co., Regina, Sask.

Race, Hunt & Giddy Edmonton, Alta

Reynolds & Jackson Calgary, Alta.

"The Empire Line"



EMPIRE QUEEN.

A high-class Cast Range, heavy nickel plate trimmings—smooth finish—excellent baker—large fire box—removable grates. Three sizes, 8-18, 9-18, 9-20. Made square, Reservor, tea shelf, high shelf, or high closet. Can use coal or wood.

See Our Exhibit

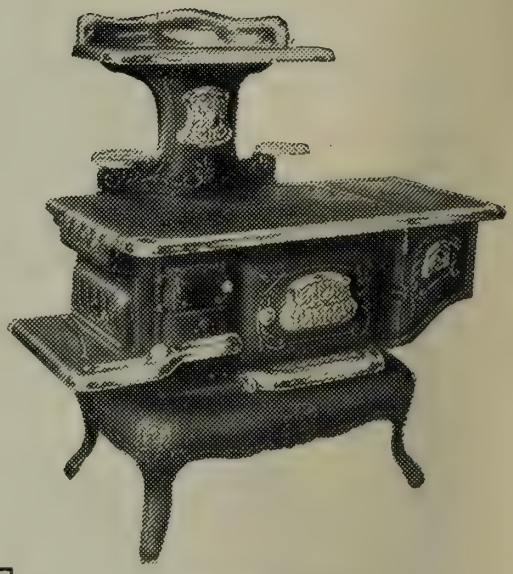
in the

Stove Building

at the

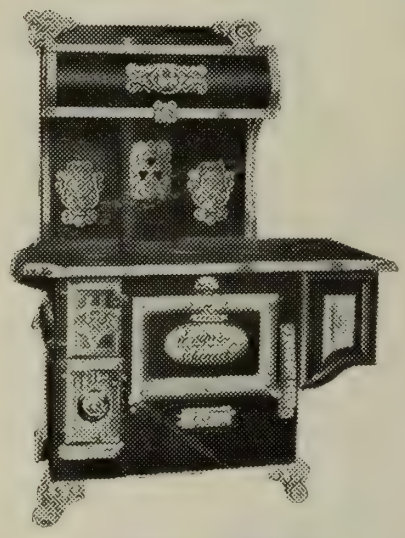
National Exhibition Toronto

Make our booth your headquarters.



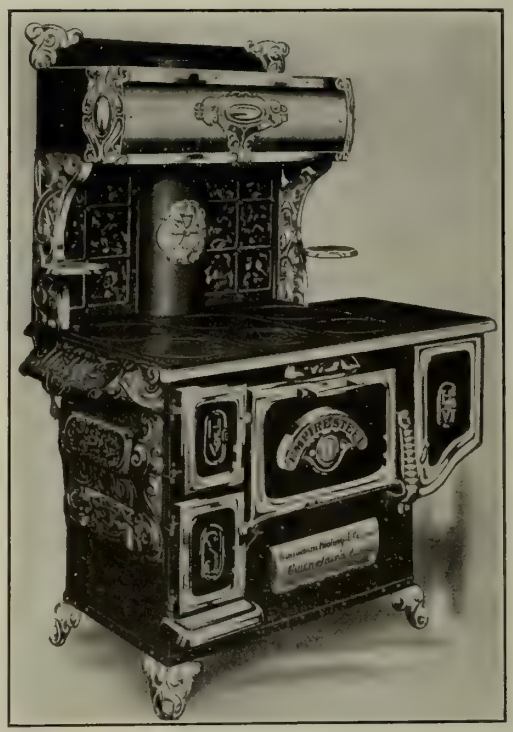
EMPIRE CANOPY

The **Empire Canopy** is the most up-to-date, moderate priced Cast Range on the market. Six covers—18-inch oven—Removable Nickel Plate Dress—Duplex grates; use coal or wood. Made Square, Reservoir, Tea Shelf, High Shelf, or High Closet.



EMPIRE CHINOOK.

This is our handsome, medium-priced, Steel Range, first-class material—a splendid baker—can burn coal or wood. Heavy nickel plated dress—18-inch oven, six covers—made square. Reservoir and high closet, only the best material used.



EMPIRE STEEL.

We claim that the **Empire Steel** is the finest steel range on the market—classy appearance—splendid baker, and easy on fuel—quick heating reservoir—finest nickel plate trimmings. Large fire box—interchangeable grates—large broiler door. The correct range for an up-to-date dealer. Made in two sizes, 9-18, 9-20. Square—reservoir and high closet. Heavy polished steel body.

EMPIRE STATE.

The trade demands a Steel Range, low in price, but high in efficiency. To meet all requirements we offer our EMPIRE STATE, made of heavy polished steel—nickel plated dress—a good baker—and an all round serviceable range—16-inch oven—four 9-inch covers—Duplex grates—burns coal or wood—made square—reservoir and high closet.

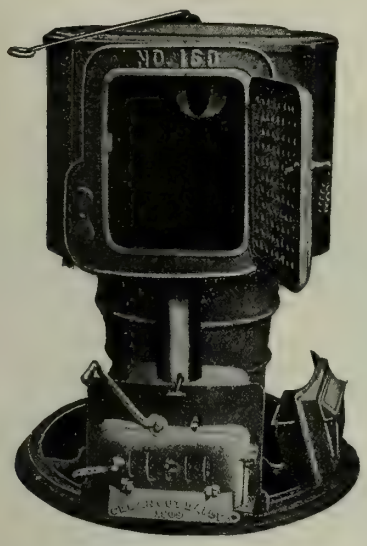
"The Empire Line"

Every Stove, Range, Furnace and Register Guaranteed

EMPIRE KING.

Four Sizes

160
16
26
36



This is the Furnace that meets the demand for a high-class warm air furnace at a moderate price. Built ready for hot water connections—large fuel doors. Sectional Fire Pot, Large Radiator, Heavy Revolving Triangular Grates, Direct Draft Damper, Large Water Pan. No dust—no gas—just HEAT. Burns wood or coal.

We can only show a few lines here

See Our Exhibit

in the

Stove Building

Our representative will be pleased to extend you every courtesy.

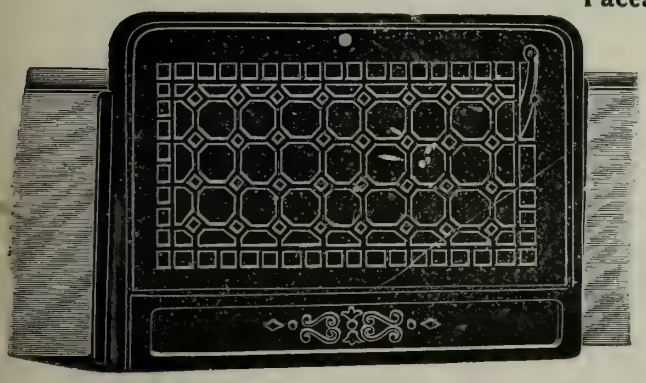
EMPIRE QUEBEC

(Design Registered.)

Four Sizes
30, 40, 50, 60.

The new Heater with revolving grates—made of heavy gauge steel—Nickel swing top—Rings—Nameplate and Bell check. The only stove of the kind on the market. Place your orders early as the demand for this heater is heavy. Burns coal or wood.

Everything in Sidewall or Floor Registers, Faces and Convex Ventilating Plates



MOORISH SIDEWALL.

All sizes—Finished in Black or White Japan, Oxidized copper or Nickel plate. We can fill any order, large or small.

EMPIRE SIDEWALL.

Write For Catalog and Price List

Canadian Heating & Ventilating Co., Ltd.

Owen Sound, Canada

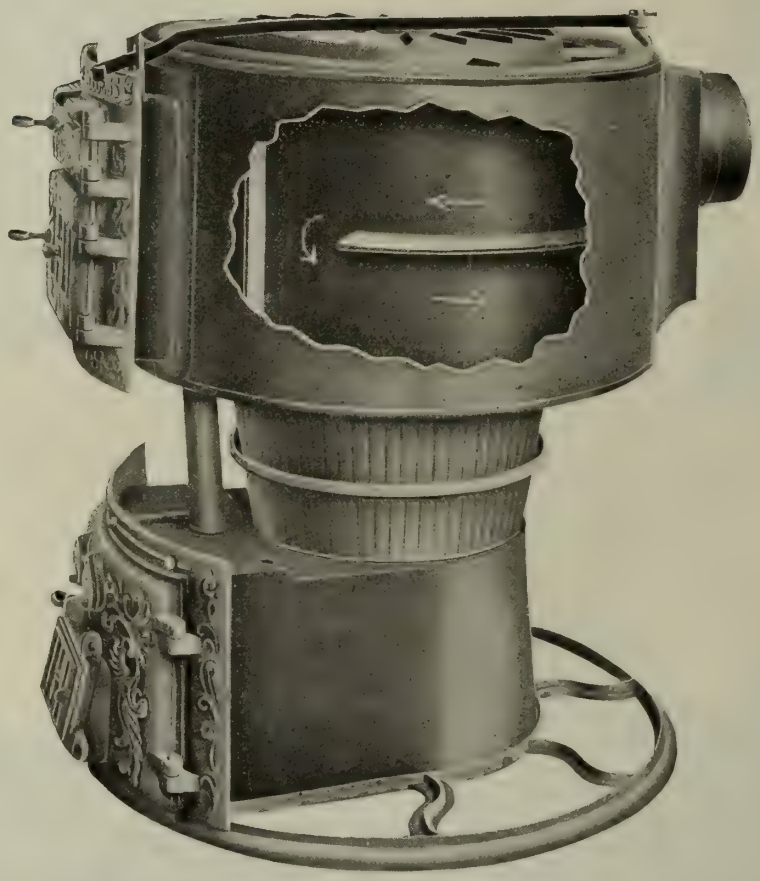
MONTREAL	WINNIPEG	CALGARY	VANCOUVER
Can. Stove & Furniture Co., Ltd.	521 Henry Ave.	Tees & Persse	C. A. Godfrey, 1059 Hamilton St.

The PILOT SUCCESS

Warm Air Heater

A ton of coal will produce more heat and last longer in the Pilot Success Furnace than in any other heating system.

WHY? Because of the long fire travel, large combustion chamber, immense radiation surfaces throughout, and large air space between combustion chamber and radiator.



The Pilot Success Grate is exceptionally strong and durable and very simple, consists of four triangular bars arranged in pairs. One pair can be shaken without disturbing the other. This makes it easy to clean the fire.

The "Pilot Success" prevents all inflammable gases from the coal from passing up the chimney unburned. In the great fire dome they are mixed with air and ignited. This feature alone saves much coal every winter.

The "Pilot Success" pays a good substantial profit.

Write us for full particulars to-day.

The Hall Zryd Foundry Co., Ltd.

Manufacturers of PILOT STOVES, RANGES and FURNACES

Hespeler, Ontario

Western Agencies—G. A. ZRYD, Winnipeg, Man. R. FORBES AULD, Calgary, Alta. W. E. SAULT, Edmonton South, Alta.

Pilot Dreadnaught Cast Range

An Exceptional Value

SQUARE STEEL OVEN
DUPLEX DOUBLE SHAKER DRAWN-OUT GRATE
CAST IRON LININGS
LARGE POUCH FEED DOOR
SWING GRATE DOOR
LARGE ROOMY ASH PIT

This range is made in two sizes and six styles. It is a positive assurance of satisfied customers and good profit.

WRITE FOR PRICES.

The Hall Zryd Foundry Co., Ltd.

MANUFACTURERS OF
PILOT STOVES, RANGES AND FURNACES

Hespeler, Ontario

Western Agencies—G. A. ZRYD, Winnipeg, Man. R. FORBES AULD, Calgary, Alta.
W. E. SAULT, Edmonton South, Alta.

Handle the "Pilot Pillar"

And Your Range Sales Will Increase

Canada's Best Domestic Range

Double Lined Oven Door. Double Shaker Duplex Grate

The Hall Zryd Foundry Co., Ltd.

MANUFACTURERS OF

PILOT STOVES, RANGES AND FURNACES

Hespeler, Ontario

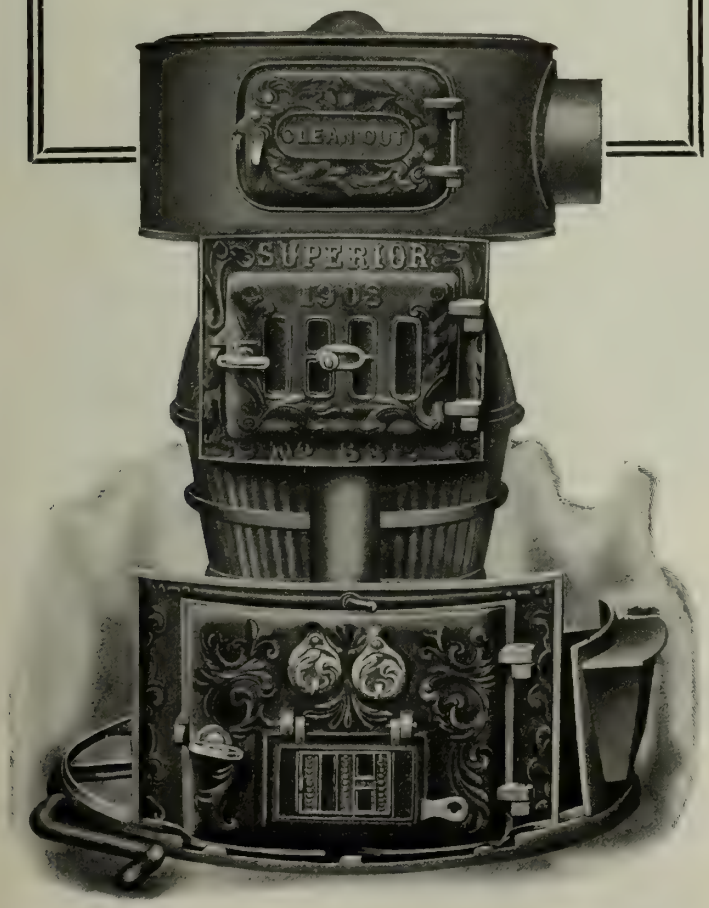
Western Agencies—G. A. ZRYD, Winnipeg, Man. R. FORBES AULD, Calgary, Alta.
W. E. SAULT, Edmonton South, Alta.

Call at Our Exhibit at Toronto or Ottawa Fairs

The PILOT Superior

Warm Air Heater

Answers the Call For A Medium Priced Heater Capable of Delivering a Large Volume of Warm Air on a Minimum fuel Consumption



Construction

This FURNACE is made with our regular corrugated fire pots and corrugated feed sections. It is fitted with our deep ashpit, dust flue and new anti-clinker revolving duplex grate.

THE FEED DOOR is constructed especially large, making it very convenient for feeding.

The RADIATOR is large and powerful, having a long fire travel completely around the radiator. It is also supplied with a damper, which can be opened before opening the feed door, giving a direct draft, avoiding any smoke nuisance. This certainly is a great convenience.

The PILOT SUPERIOR FURNACE is the heaviest of its kind on the market to-day—sets fairly in the centre of a large casing, which ensures even circulation throughout the entire system.

Write us for price.

The Hall Zryd Foundry Co., Ltd.

Manufacturers of

PILOT STOVES, RANGES and FURNACES

Hespeler, Ont.

Western Agencies :

G. A. ZYRD, Winnipeg, Man.; R. FORBES AULD, Calgary, Alta.; W. E. SAULT, Edmonton, Alta.

"Cake Like Mother Used to Make"

Is easy—when your customer's Range is a Baxter Banner.

Baxter Banner Stoves

Do splendid work with little fuel. They sell quickly and profitably because of their handsome appearance, reasonable price and many special features and conveniences.

WE WANT A JOBBER
IN WESTERN CANADA

To handle Baxter Banner Stoves and Ranges for Coal or Wood.

As you will see below we are already represented on our line of Gas Ranges in both Eastern and Western Canada. There are a good many thousand people in Western Canada who have either used or are familiar with Baxter Banner Stoves—for many years we have had a large business in the States from which most of the Western Canadian settlers have come. The Banner line includes practically everything your trade requires. Steel Ranges, Cast Ranges, Hard Coal Base Burners, Oaks, Wood Heaters, Camp Stoves, etc.

We have an unusually attractive proposition. Write us to-day for particulars.

Baxter Banner Gas Ranges

Sell quickly and profitably while others take up valuable space on your floor. There is a demand for Gas Ranges practically all the year round. If you'll try a sample order of Banner Ranges this Fall, then you'll know the line to push next spring.

Order a few samples and see how quickly they'll sell.

Here are four reasons why you'll like them:—

(1) Splendid appearance; (2) Special features; (3) low consumption of gas; (4) reasonable price.

Write for a Copy of the New Catalog, Baxter Banner Book No. 41.

and prices, terms, etc. on a sample order.

The Copp Stove Co., Ltd., Fort William, Ont., Winnipeg, Edmonton, Calgary, Vancouver.

The J. H. Hanson-Tilley Co., Ltd., Montreal

"IT'S BETTER" BAXTER BANNER STOVES IF IT'S A BAXTER"

THE BAXTER STOVE CO.,
Mansfield, Ohio U.S.A.

New York Minneapolis Chicago St. Louis Lincoln DesMoines

To Make An Attractive Window Display

Show a

"Premier Marathon" Steel Range

along with a kitchen outfit in either

"Colonial" or "Premier" Brands of Enameled Ware.

It will inspire the Ladies, as this Range and outfit form a combination that is irresistible.

The reliability of our "Premier Marathon" Range has been proven under all conditions, and there is no better cooker or baker made.

You can instruct your salesmen to go the limit in the guarantee, and every sale made will animate your customers with the confidence necessary for further business transactions.

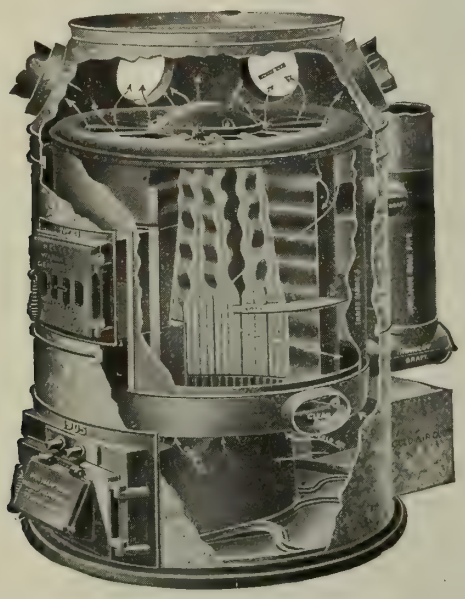
Write us for particulars as to prices and terms.

The Thos. Davidson Manufacturing Co., Limited

MONTREAL WINNIPEG TORONTO

New Features in Warm Air Heating.

Every Live Dealer Will Investigate



The Kelsey Warm Air Generator

Dealers who cater to the higher class trade will be interested in this scientific heating system.

The Kelsey Warm Air Generator costs more than an ordinary furnace, but—

Your customers get better satisfaction, and—

You get larger profits.

Secure the Kelsey agency for your town. Our proposition to dealers is especially attractive.

A post card will bring you full information. Write to-day.

The Jas. Smart Mfg. Co.
Limited
Brockville, Ont. Winnipeg, Man.

This Young Man and Every Other Manual Training School Student Needs the

Carborundum

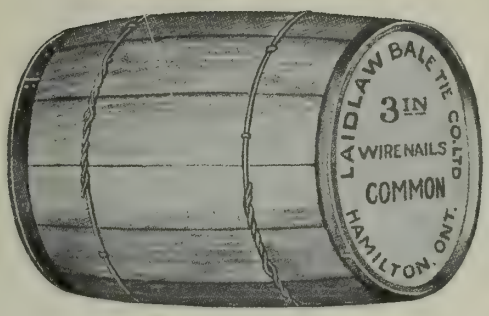
Manual Training Sharpening Stones

THE first thing he is taught is the proper care of tools.—Help him to start right—sell him the best sharpening stones you know of.—See that he gets the Carborundum Manual Training School Bench Stones—made in four sizes.—They are extra hard, extra fine, giving a keen, smooth working edge—quickly—easily. They always cut clean—stand a lot of abuse—and they last.—Just the stones the schools need for chisels, plane bits, carving tools, etc.

Tell the boys and their teachers about them—but first stock up.

The Carborundum Company
Niagara Falls, N. Y.

WIRE NAILS, WIRE STAPLES OF ALL KINDS



WIRE BALE TIES, SPECIAL STEEL BALING WIRE

Highest Quality

We have the very best facilities for producing the highest quality Wire Nails, Wire Staples, Wire Bale Ties, and Special Baling Wire.

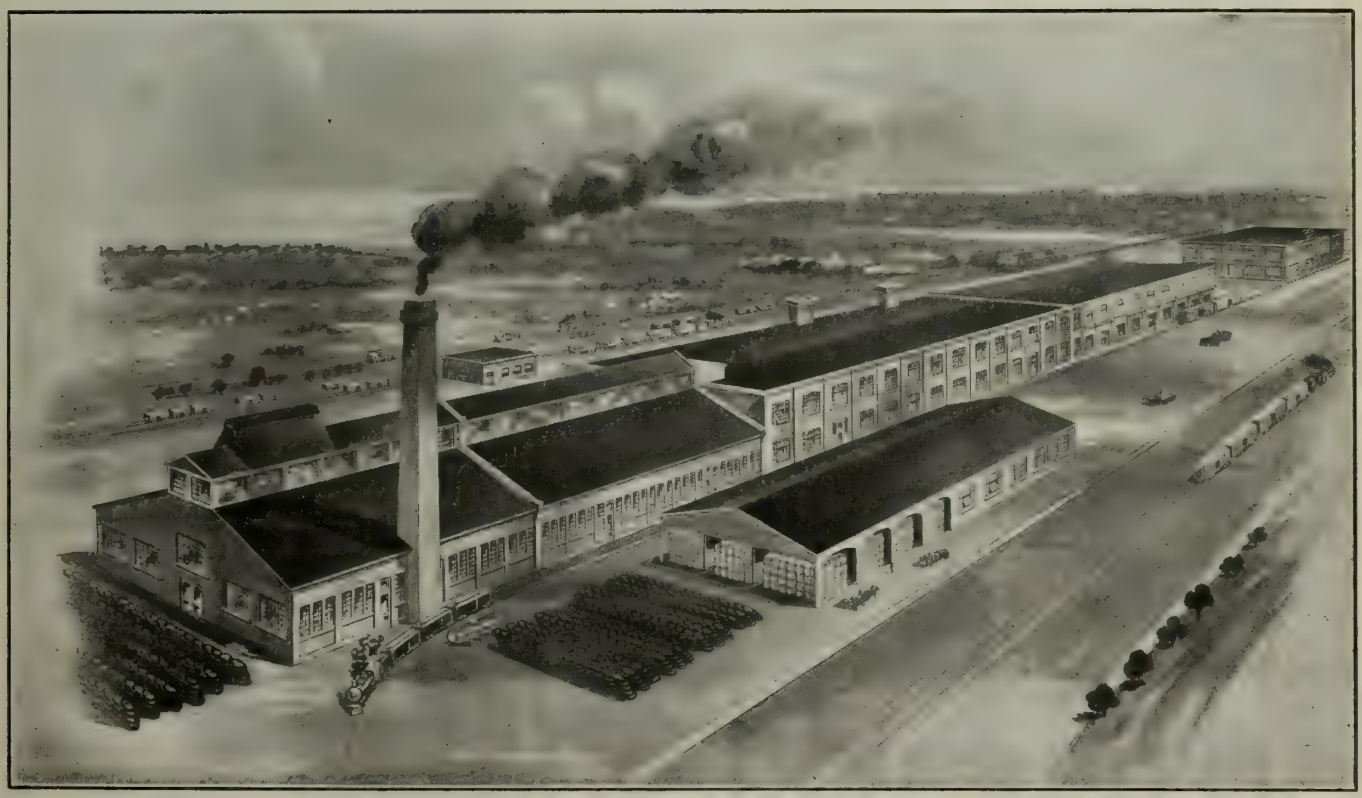
The heads and point of our nails are perfect and we have taken special care in the drawing so as to obtain a regular gauge.

We guarantee every keg to be full weight.

Our shipping facilities cannot be equalled in Canada.

We have railway siding from C.P.R., T.,H. & B., and M.C.R., with G.T.R. one block away.

Exclusive manufacturers for Canada of the Carnegie Steel Company's **Brainard Patent Steel Barrel Hoop** for all slack cooperage.



Our New Plant Erected 1912-13.

THE LAIDLAW BALE-TIE CO., LTD., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. **Harry F. Moulden & Son, Winnipeg, Man.**

SOCLEAN

Dustless SWEEPING COMPOUND

Assures a Quick Turnover Because it Makes an Immediate Hit with the Housewife

Soclean wins favor quickly because it makes sweeping easy and pleasant, kills moths, brightens floors and rugs, disinfects and leaves a pleasing odor in the home.

If you are not familiar with **"Soclean"** you will do your store justice by stocking a trial order at once. We help you sell **"Soclean"** by supplying you with transparent signs, counter booklets, etc.

You'll find this sweeping compound exceedingly profitable. While it brings the buyer back for more it enables you to effect other sales.

Sold in barrels for merchants own use.

Prices to Dealer:

25c Pail, 2 doz. in case (4½ lbs.) enlarged size $4.50

40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7.20

75c Pail, formerly $1.00, 1 doz. in case (17 lbs.) 6.75

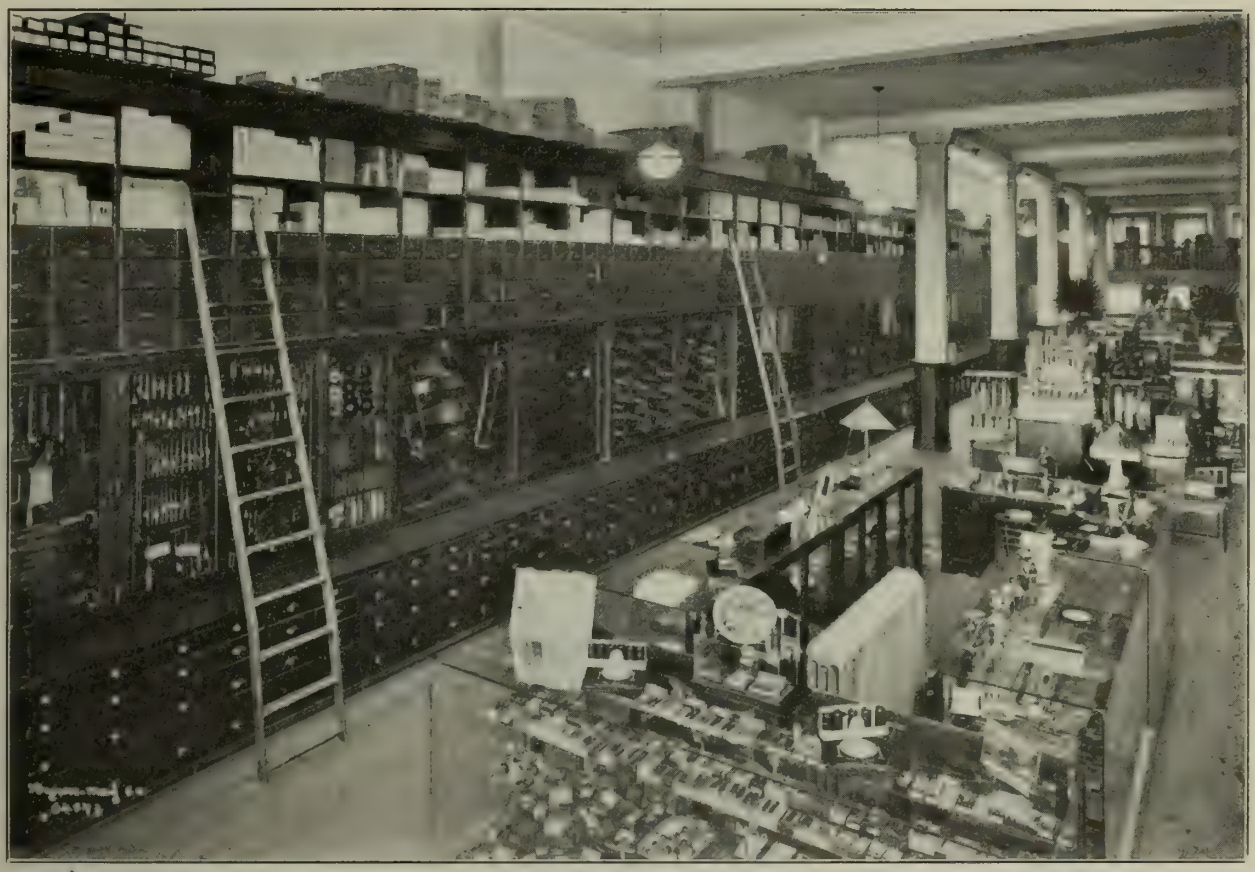
SOCLEAN LIMITED, Toronto, Ont.

The originators of the Dustless Sweeping Compound in Canada

Agents for Western Canada: J. J. GILMOR & CO., Winnipeg, Man.

Mr. G. H. Chateauvert, 370 St. John St., Agent for Quebec City

Attractive WALL CASES Give The Store An Air of Distinction And Add Greatly To Its Trade-Pulling Qualities



The Most Up-to-Date Hardware Store in Canada—The Northern Hardware Co'y, Edmonton

You Must Admit

that if the same quality of goods were handled by two stores you would patronize the most attractive one.

Why then stand quietly aside watching your competitor brightening up his store? If you don't act at once he will get many good customers away from you.

Why not steal a march on your hour hardware neighbor by installing our attractive Wall Cases and Shelf Boxes? You would be surprised at the rapidity at which your business would grow.

You cannot afford to wait — act now.

Write for prices and particulars.

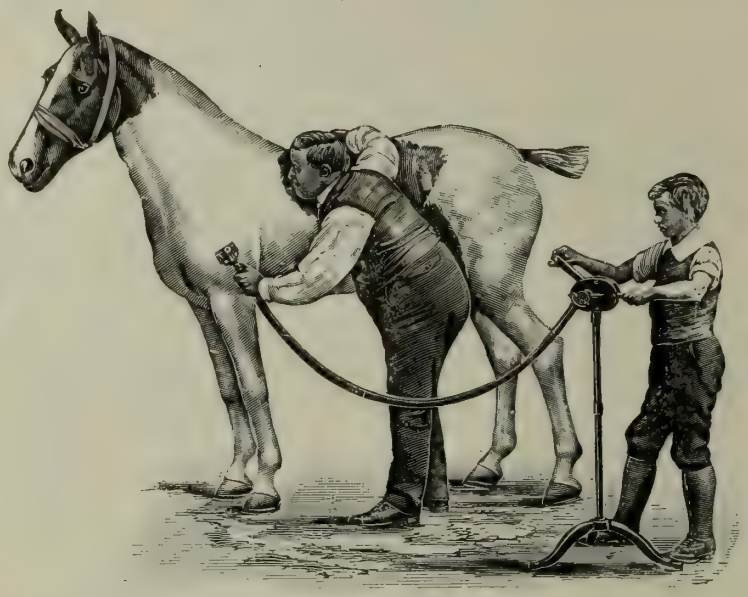
Cameron & Campbell

Sole Manufacturers **TORONTO, Can.**

The Standard Clipper!

We invite comparison either in foreign or domestic lines of Clippers

THE
BURMAN
No. 17



BRITISH CLIPPER

BURMAN'S CLIPPERS have held pride of place for years as the best horse clippers on the market, and they cannot get wrong in adjustment.

Clips the thickest coat in 30 minutes and leaves a finish like silk.

Has Cut Gears and Interchangeable Parts

All British built and made from the best steel in the world.

A line that never fails to please and which leaves you a 'worth-while' profit.

B. & S. H. Thompson & Co., Limited

Sole Canadian Agents

MONTREAL, - - QUEBEC

Antarctic.

31. January 1913.

Dear Sirs,

It is with great pleasure that I am able to inform you that the various cooking utensils, etc., supplied by your firm have given complete satisfaction during the whole period.

They have withstood very severe tests, severe in all weathers both ashore and afloat.

The goods, therefore, must be of the highest quality and of great durability.

Kindly send your representative to Cardiff on the arrival of the "Terra Nova" to select any pieces you may require for exhibition.

With renewed thanks,

Believe me,

Yours very truly,

Edward N. G. P. Evans.

Commander R.N.
Commanding British Antarctic Expedition, 1910.

Messrs The Welsh Tinplate &
Metal Stamping Co., Limited.
Llanelly.

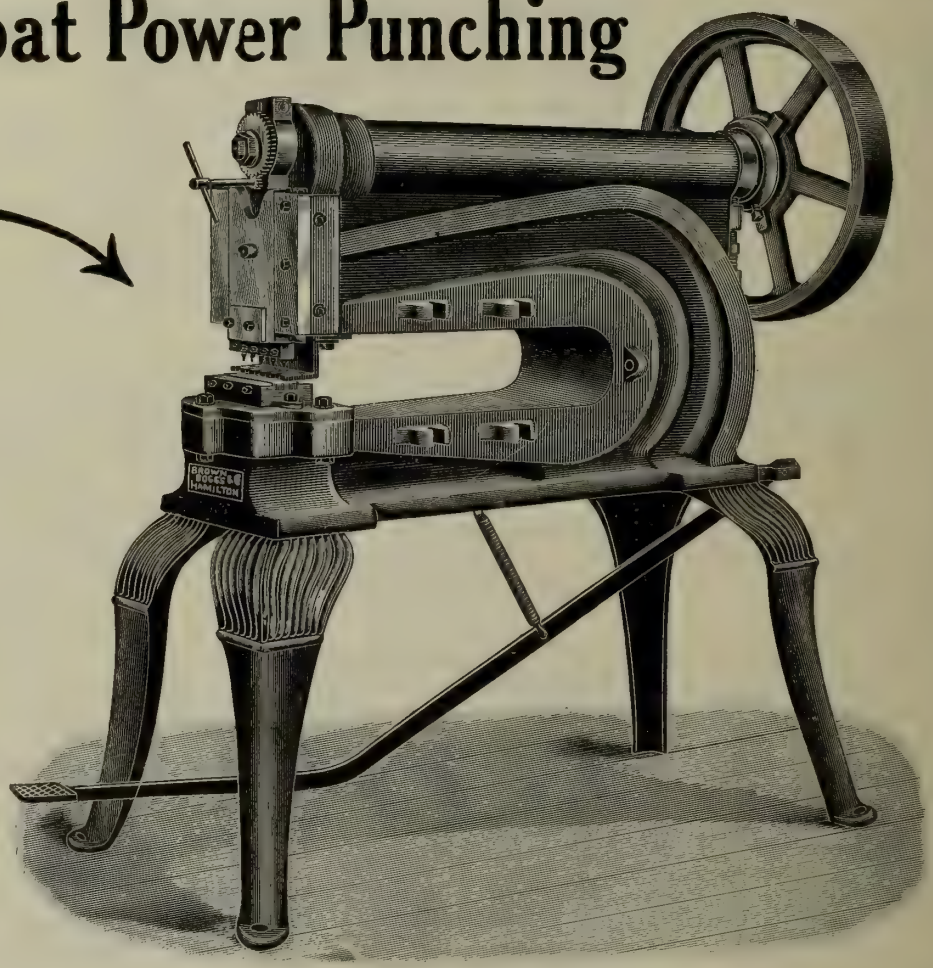
We manufacture a complete line of

Range Makers' Machinery

Tinsmiths' Tools, Sheet Metal Working Tools, Dies, Etc.

Mr. Range Manufacturer: Your Steel Range Equipment is incomplete without one of our high-grade

Deep Throat Power Punching Presses



These are manufactured in three sizes, 12, 18, 24 inch Gap. Are so constructed that reversible knives can be attached for cutting out the **centres** of the sheet.

It will be much to your interest to get full particulars.

WRITE TO-DAY.

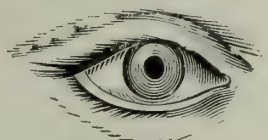
The Brown-Boggs Company, Limited

Hamilton, Ontario

FOR EXCELLENCE

OF MANUFACTURE

TRADE MARK

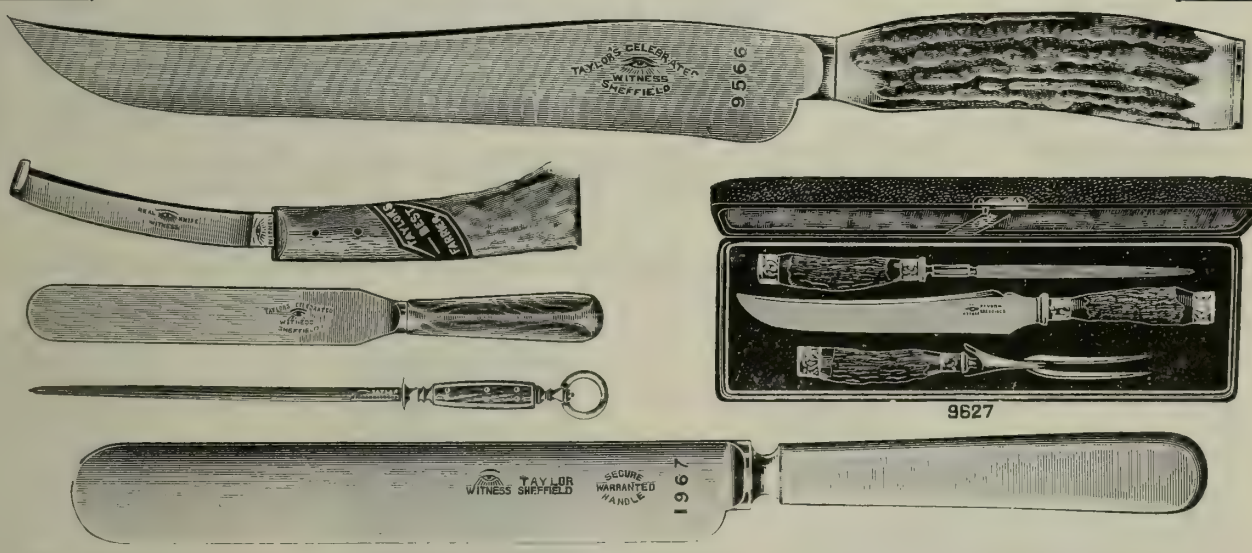


ESTABLISHED 75 YEARS

TAYLOR'S

"EYEWITNESS"

CUTLERY



MANUFACTURED BY

NEEDHAM, VEALL & TYZACK, LTD.

"EYEWITNESS" WORKS, SHEFFIELD, ENG.

To whom all communications should be addressed.

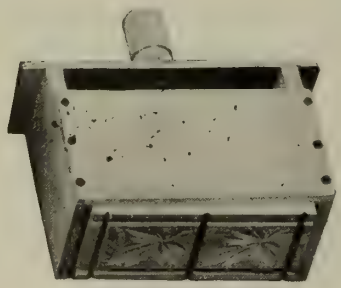
Applications from responsible agents will be considered for (1) Maritime Provinces, (2) Lower Provinces, (3) Prairie Provinces, (4) British Columbia.

CATALOGUES ON APPLICATION.

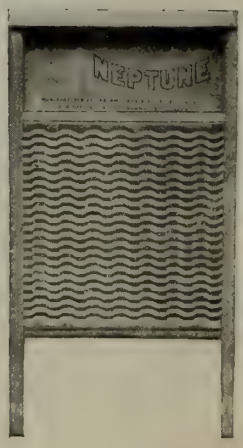
The Quality OF CANE'S Woodenware Is A Positive Assurance Of Better Business.

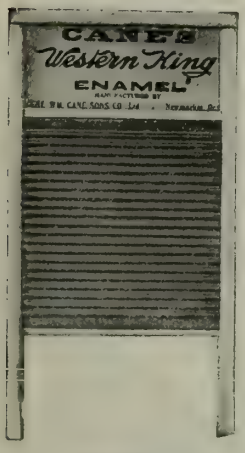
GEM BUTTER MOULDS.

ACME BUTTER MOULDS.

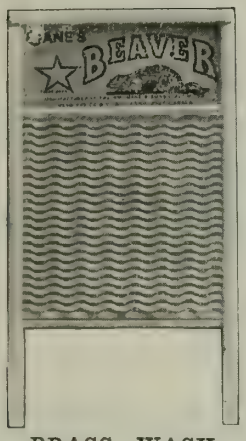


JERSEY BUTTER MOULDS.

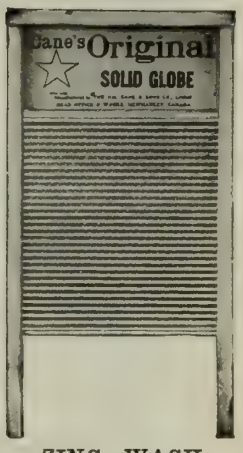




ENAMEL
WASH BOARDS.



BRASS WASH
BOARDS.



ZINC WASH
BOARDS.

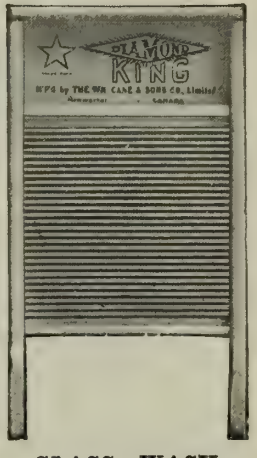
Cane's Woodenware sells quickly because it is well and favorably known, and is pleasing in design and finish.

Cane's Woodenware is dependable—it never creates dissatisfaction among customers because great care is taken in the selection of material and in the manufacturing. Every article has to be up to the mark before we offer it to the trade.

Cane's Standard Wooden Tubs are better than metal or any other kind of tub because **they hold heat and keep wash water hot longer**—and there is **no chance of the wooden tubs rusting the clothes.**

Our entire line is positively guaranteed to give satisfaction.

Ask your jobber for prices. Write us for catalog.



GLASS WASH
BOARDS.

The Wm. Cane & Sons Co., Limited

NEWMARKET, ONTARIO

PAILS.

WASH TUBS.

Trade Mark

Give Your Customers A Square Deal By Selling Them

Trade Mark

BOKER'S TREE BRAND CUTLERY

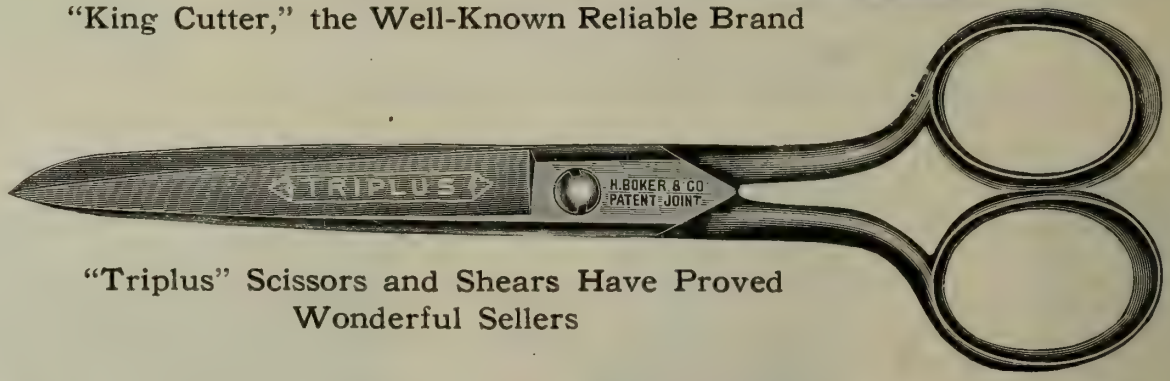
Superior to All Other Makes

Noted For Their Keen Edge and Durability.

"Edelweiss," Finest Quality and Finish Made.

"Radium," Made for the Gentlemen who want Quality combined with a High Grade Finish.

"King Cutter," the Well-Known Reliable Brand

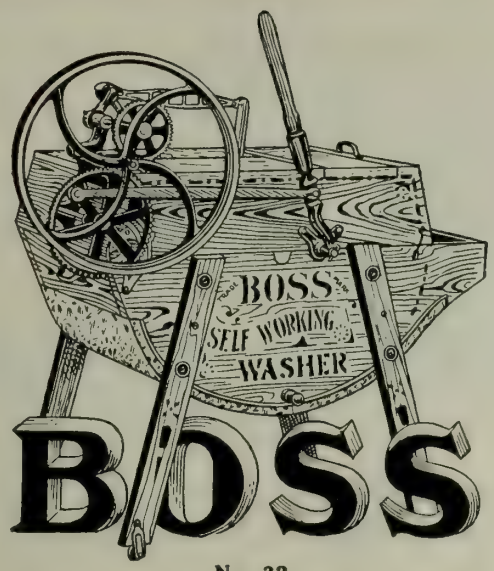


"Triplus" Scissors and Shears Have Proved Wonderful Sellers

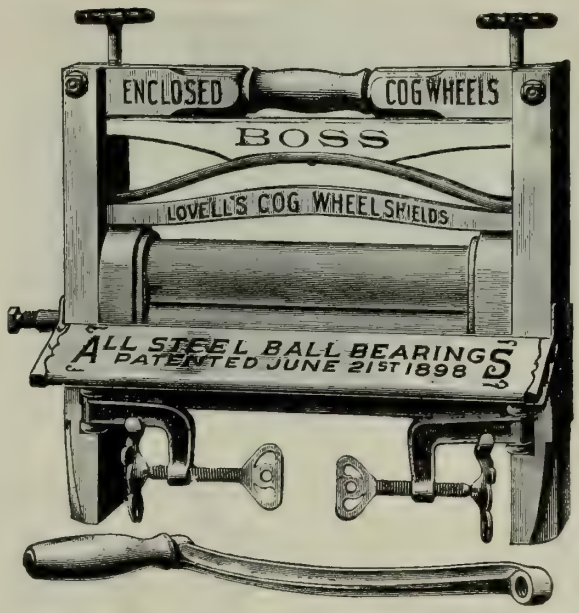
Trade Mark

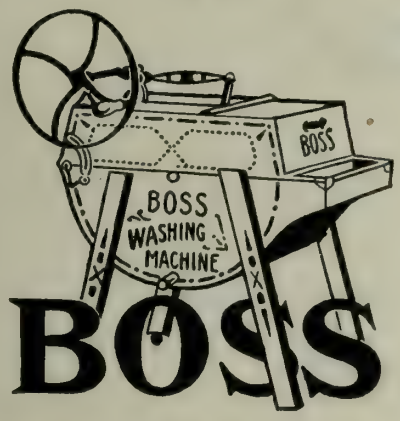
For Sale by All Leading Wholesale Hardware Houses

Trade Mark



No. 32





No. 23

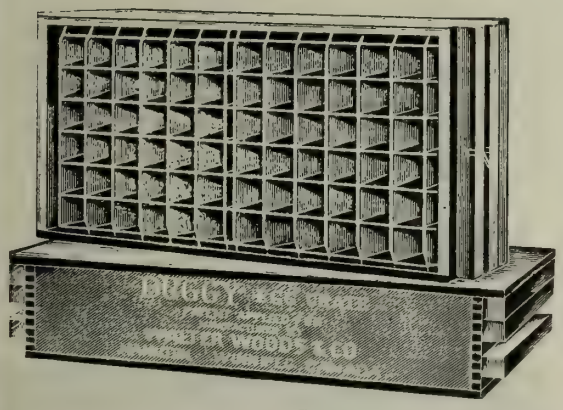
Lines of Business Building
QUALITY

The goods shown are only a few of the high quality lines which we carry in stock.

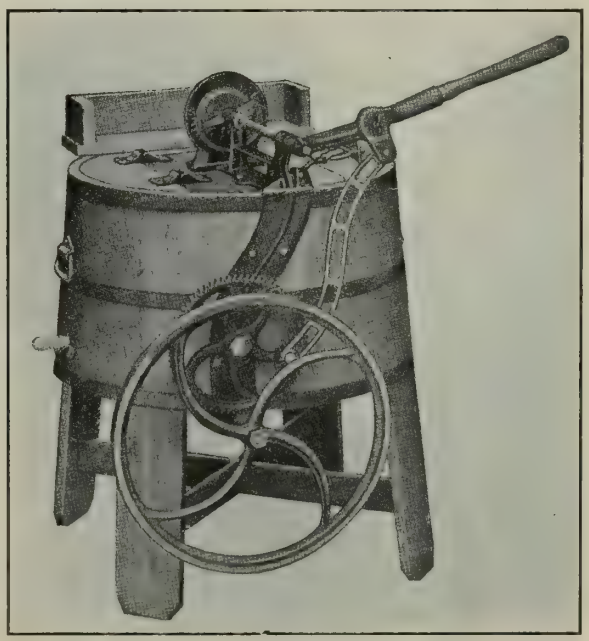
It will be to your advantage to get our catalog on **Wooden Ware, Brooms, Brushes, Willow Ware, Cordage, Twines,** etc., also our prices.

All orders are carefully filled and shipped quickly.

WALTER WOODS & CO.
HAMILTON and WINNIPEG

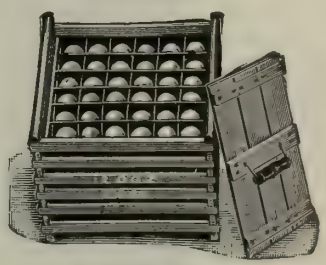


Buggy Crate

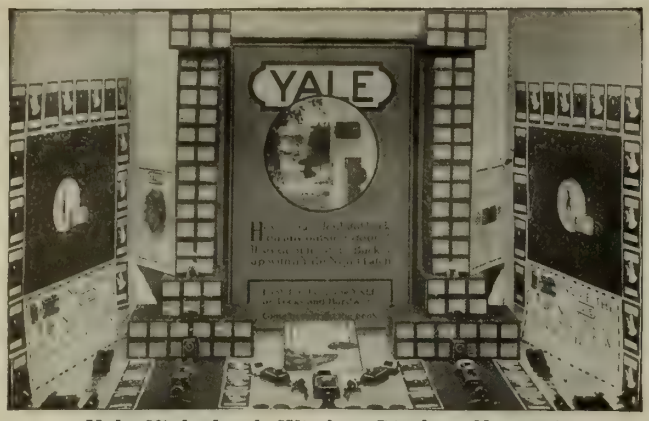


Cincey

Eagle Mop Wringer and Bucket



Humpty Dumpty Folding Egg Crate



Yale Night-latch Window Display, No. 325

Yale Builders' Hardware Window Display, No. 501.

YALE

Window Displays

help to make your windows Profitable Salesmen

THE right use of your windows "puts money in your purse." Are your windows earning all they should? Are they bringing new customers into your store? Are they good salesmen?

Yale Window Displays have become famous among hardware dealers for their profitable use of window space.

They attract attention because of their novel and ingenious arrangement.

Yale Cabinet Lock Window Display, No. 1020

Yale Night-latch Floor-plan for Windows, No. 1002

Yale Padlock Window Display, No. 425

Yale Door Check Window Display, No. 225

They sell goods because they concentrate attention on the goods.

They give your store a fresh, inviting progressive look.

From the large number of Yale Window Displays that are now available, we have selected eight to show on this and the opposite page so that you may gain some idea of the great attractiveness of these Displays and the many novel ideas of our window dressing experts have worked out.

Look them over. Wouldn't you like to have some of them in *your* window? They are free to Yale Dealers. As a first step, send for folders describing those Displays in which you are particularly interested.

Yale Locks and Hardware sold in Canada are now made in Canada.

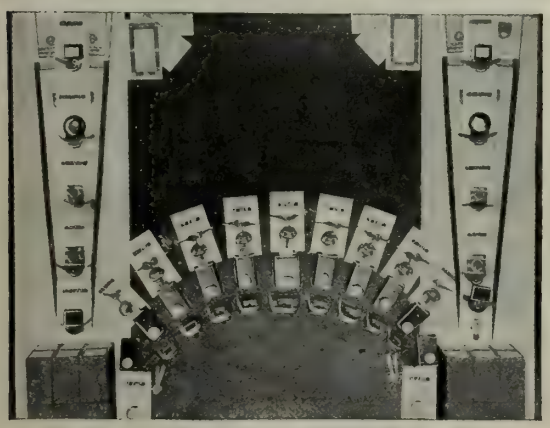
Canadian Yale & Towne Ltd.

Makers of YALE Products in Canada

Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.

NEW YORK: 9 East 40th Street CHICAGO: 74 East Randolph Street SAN FRANCISCO: 134 Rialto Building



Yale Night-latch and Padlock Floor-plan for Windows, No. 1004

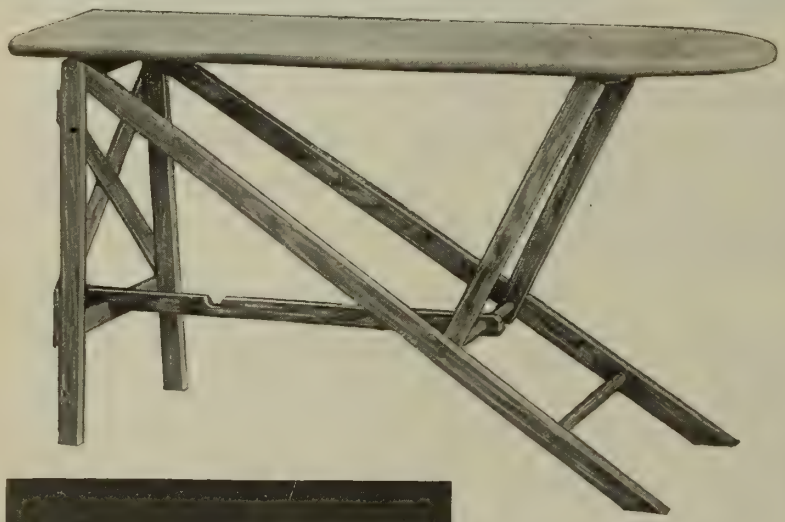
Yale Night-latch Fractional Window Display, No. 1003

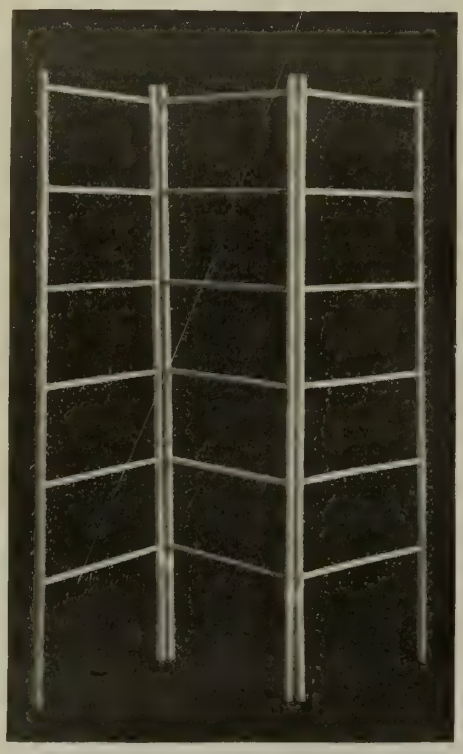
"STRATFORD"

Ladders, Clothes Dryers, Iron, Bake and Sleeve Boards, Etc.

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

The Quality Guarantees Satisfied Customers





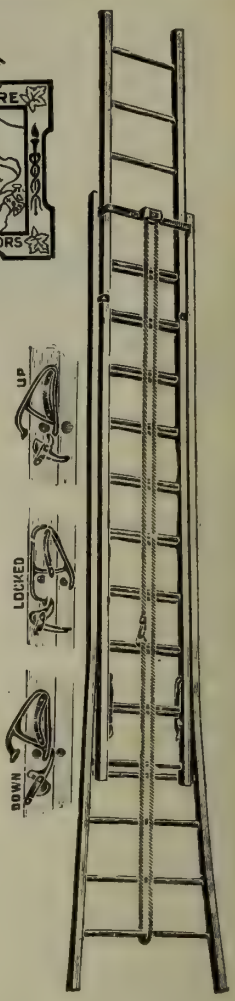
Stratford goods are carefully made from the highest grade material.

When you sell them to your trade you give perfect satisfaction and lay a strong foundation for re-orders.

Write us for the Stratford Catalog and get acquainted with our complete line.

The **Stratford Profit** is certain to appeal to every aggressive hardware dealer.

Fruit Picking Ladder



Roped Extension Ladders

The "HERCULES" Step Ladder

The Stratford Mfg. Co., Limited

STRATFORD, ONTARIO

REPRESENTED BY

British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Maritime Provinces—J. H. Hanson Tilley Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

Whip Up Your Sales With

HAMILTON WHIP CO.
WHIPS WHIPS
HAMILTON, CANADA.
EFFECTIVE-ECONOMIC.
(Trade Mark Registered)

It's "Quality First" With Us!

That has been our slogan—and we have kept to it to the letter.

The result is *honor built whips*—whips that you can place in the hands of your most valued customer and say. "There's a whip that you can depend on—it won't break at the crucial moment—or welsh when put to the test."

You can say that, Mr. Dealer, because we are right back of the HAMILTON Whips *guaranteeing them to stand up and "make the grade."* There's money in handling a cheap product with a low price — no doubt of it—but what about your prestige? What about the *personal* pride you have in your business—and what about the *good, iron dollars* in the pleased "repeat" customers, who haven't been mistaken when you have assured them that they *were getting their money's worth? ? ? ?*

There are some "dome exercisers" for you. . . .

We sell whips that don't make you ashamed to meet the ultimate customer on the street. You'll be proud to. Let us stock you up with HAMILTON Whips, and assure your store of "honor bright" goods.

HAMILTON WHIP CO.,
Hamilton, Ont.

Gentlemen,—Send me your descriptive circular and full information regarding your "Special Sample Assortment."

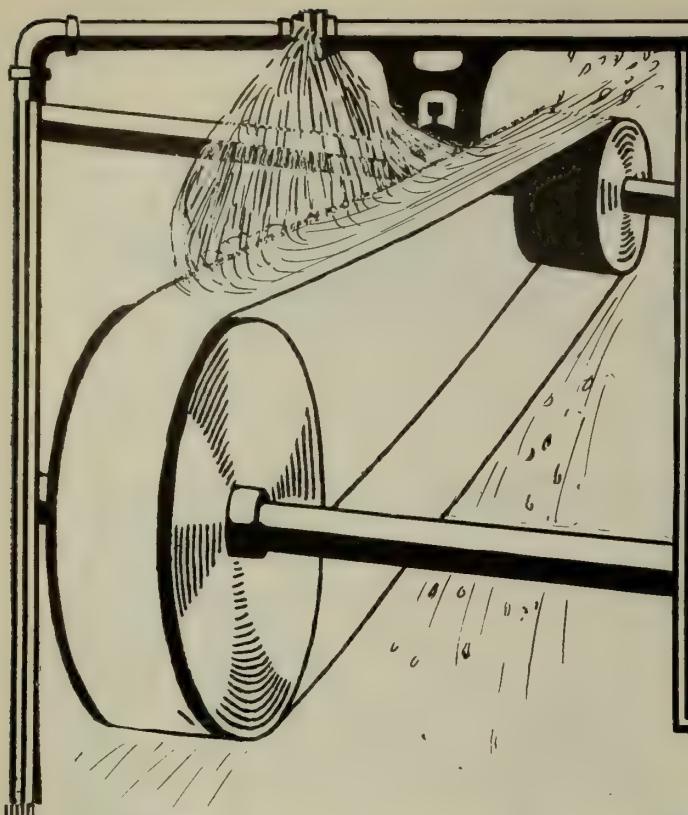
Yours truly,

.....

.....

Just tear off and mail this slip for descriptive list and our Special Sample assortment.

HAMILTON WHIP COMPANY
HAMILTON, ONTARIO



"AMPHIBIA" WATERPROOF LEATHER BELTING

This is A Profitable Line For The Hardware Dealer

There is no belting just like it. There is no thresher belting which will give the same satisfaction as this. It is specially made to stand every kind of hard wear, and it is just as good when wet as it is when dry; in fact it thrives on wet weather. None but the very finest of first-class oak water-proof leather is used in its manufacture, and we positively guarantee that it will not come apart when wet.

There are many imitations of **Amphibia Thresher,** but there are none of them anywhere near our product in the matter of quality, and as for prices, you will find ours to compare very favorably with others.

THERE IS GOOD BELTING BUSINESS TO BE HAD IN YOUR DISTRICT —WHY NOT MAKE A BID FOR IT ?

Write to-day for our proposition

Full Stock Carried at Winnipeg

Sadler & Haworth

Tanners and Manufacturers

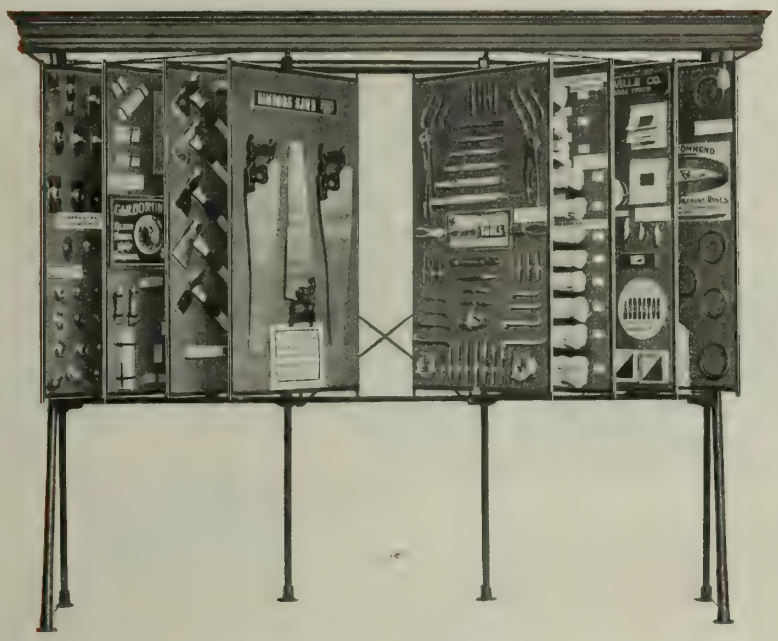
For Over 32 Years the Makers of the Best Leather Belts

MONTREAL: 511 William Street
ST. JOHN, N. B.: 89 Prince William Street
TORONTO: 38 Wellington Street East
VANCOUVER, B. C.: 217 Columbia Ave.
WINNIPEG: 244 Princess Street

The MULTIPLEX Selling Machine

Makes Selling Easy For You

Makes Buying Easy For Your Trade



There are thousands of small articles in your store that the average customer doesn't know are there—many of them of which he doesn't know the name. You also handle goods that they have always bought at the drug store, bookstore, or grocery for which they would never think of asking.

But when you display your small goods on a multiplex they'll not only see, but they'll buy them. Moreover they will get a much better knowledge of your stock—a knowledge that not only means immediate profit to you but future business also, much of which would otherwise go elsewhere.

With this method of display you can show your customer practically your whole line, by means of cleverly classified samples. You couldn't possibly show them to him in any other way without taking up many hours of both his time and yours.

It will be greatly to your interest to write for our catalog to-day. In it you will find a multiplex selling machine that will meet your requirements.

Multiplex Display Fixture Company

General Office and Factory:

918 North Tenth Street, St. Louis, Missouri, U.S.A.

Branches: New York, 1133 Broadway; Chicago, 1733 Republic Building; San Francisco, 25 Kearney Street

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc., Etc.

WROUGHT PIPE

All our pipe is thoroughly inspected and tested to 600 lbs. pressure and every length is branded with our trade mark. Made in black and galvanized sizes, 1/4 in. to 4 in.

WROUGHT NIPPLES

Black and Galvanized, Sizes, 1/8 in. to 8 in.

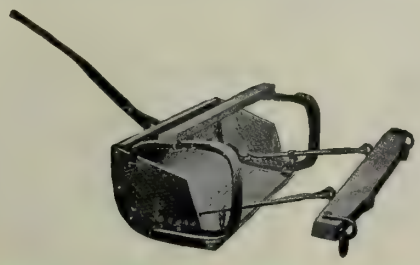
CANADIAN TUBE & IRON CO., Limited

MONTREAL

Works :
LACHINE CANAL

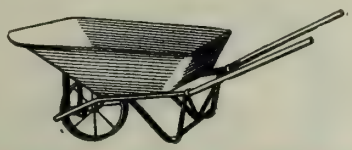
Meaford Solid Pressed Steel Drag Scraper

Pressed from a solid plate of High Carbon Steel, made in 4 sizes, Nos. 0, 1, 2 and 3. Handles on top or sides with or without runners. No. 0 supplied with chain bail if required.



Meaford Improved Fresno Scraper

The most economical earth-moving tool in existence—for constructing ditches, levelling land, irrigation and other purposes. The remarkable performance of this form of scraper is just beginning to be appreciated. A careful investigation of this proposition will lower the cost of your work. Driven, loaded and dumped by one man.

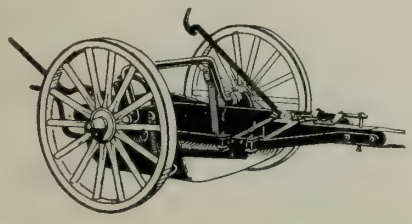


Sterling Self Lubricating Wheelbarrows

Sterling line of wheelbarrows, the easiest pushing wheelbarrow made.

All Steel Tubular Wheelbarrows

Pressed steel trays, tubular iron handles, made in 6 sizes, Nos. 0, 1, 2, 3, 4 and 5.



Meaford Double Strength Wheeled Scraper

The latest improvement in wheeled scrapers, far excelling all others in mechanical construction, durability and simplicity. Bowl or box is made from a single sheet of high carbon steel and so shaped as to give maximum strength and capacity. Made in two sizes, Nos. 2 and 3, both in pressed bowl and square box.

Wooden Railroad or Navy Wheelbarrows

Seven different styles to choose from. Supplied with Iron or Steel Wheels.

Railroad and Township Grading Ploughs

Beam of white oak. Standard mould board and share of extra quality plough steel. Made in 4 sizes.

DON'T BE MISLED

but sell our High Grade Implements. They pay good profits and are absolutely guaranteed. Write for our new No. 10 catalogue just issued.

The Meaford Wheelbarrow Co.

Limited

MEAFORD - ONTARIO

SELLING AGENTS.

Quebec and Maritime Provinces:—

Alexander Gibb, St. Nicholas Bldg., 3 St. Nicholas St., Montreal.

Manitoba and Alberta:—

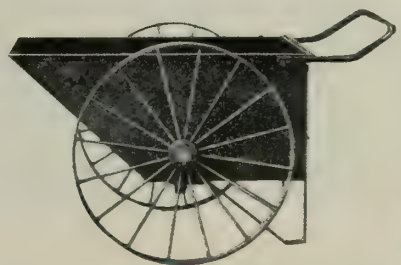
Bissett & Loucke, Limited, 151 Notre Dame Avenue E., Winnipeg. 205 Alexandra Block, McDougal Ave., Edmonton.

Saskatchewan:—

Kilvert Bros., 218 21st Street, Saskatoon.

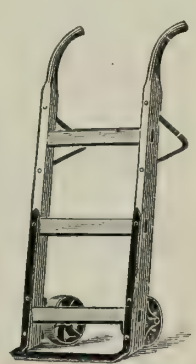
British Columbia:—

John Burns, 329 Railway St., Vancouver.



Sterling Concrete Carts

Self lubricating wheels, big capacity, simple and durable, made in 5 sizes, Nos. 0, 1, 2, 3 and 4.



Warehouse and Store Trucks

Many different sizes and styles.

Red S Brand

Plate, Figured Stained, Wired,

Ornamental, Mirror & Bent

Window Glass

IMPORT DELIVERY AUTUMN AND WINTER

Special Low Prices For Car Load Buyers To Import

MIRROR MAKERS TO THE TRADE

GLASS BENDERS TO THE TRADE

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

Works: Don Roadway, TORONTO

The Mark That Is Easy To Hit With ROSS RIFLES

Better Profits

BISLEY 1913

Furnished Strong Evidence of the Quality of Ross Rifles and Ross Ammunition.

In the long range matches every single event was won with Ross Ammunition and three out of the four first places in the Long Range Aggregate were won with Ross Rifles.

The King's Prize, for the second time in three years, was won with a Ross Rifle.

Sporting goods dealers in Canada, who seek the best class of trade, cannot afford to let their supply of "Ross" Sporting Rifles run low.

Price list and trade discounts on application

Ross Rifle Company

Quebec

We Carry a Full Stock of High Quality

GLASS

Of Every Description
For Building
Purposes

Sheet, Plate, Figured, Leaded, Mirrors

You'll Find
Our Prices
Reasonable

Our Service
Is Quick
and Efficient

THE CONSOLIDATED PLATE GLASS COMPANY
OF CANADA, LIMITED

MONTREAL
30 St. Sulpice St.

TORONTO
241 Spadina Ave.

WINNIPEG
375 Balmoral St.

Why Not Handle ROGERS'

They Will Be Valuable Assets to Your Business

The aggressive hardware dealer can make a good profit on nearly every building that is being erected in his vicinity.

Cement and Crushed Stone is being used in nearly every modern house, and being in constant touch with builders you have an excellent opportunity to effect many sales.

By buying from you the builder will save a considerable amount of money in haulage and will get prompt service.

You do not have to carry a large stock to sell these products—in case your stock is not sufficient to meet demands we will ship quantity desired, immediately and it will reach you in a day or two at the latest.

Rogers' Portland Cement has great strength, uniformity of set and very durable—most builders know this.

Portland Cement And Crushed Stone

Rogers' Crushed Stone is made in all sizes—clean and free from dust, dirt and mould.

Why not get in touch with us now?

Alfred Rogers Limited, 28 West King St. TORONTO

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

BURLAPS FOR WALLS

DOUBLE SIZED AND OIL COATED

Made in widths of 30, 36, 45, 54, 60, 72 and 90 inches.
Length of Rolls, 30 and 60 yards.
All standard shades.

DYED BURLAPS

Made in widths of 36, 54 and 72 inches only.
Length of Rolls, 30 and 60 yards.
A Good Variety of Shades.

Hardware Dealers will find a big demand in the Fall for our Burlaps and a stock on hand will mean ready sales and prevent disappointing their customers.

Write for Samples and Prices.

Manufac

THE DOMINION OIL

ARE YOU LOOKING FOR A SATISFACTORY WALL COVERING?

where the factors are

ECONOMY

DURABILITY

CLEANLINESS

IF YOU ARE, READ OPPOSITE PAGE

for particulars of our

PREPARED DECORATIVE BURLAPS

Several points in favor of our Burlaps are:

First Cost: You will find a considerable difference in price in favor of our goods.

Cleaning: Our Oil Coated Burlaps can be cleaned by passing a damp cloth over the surface, as they are impervious to water.

No Renewing: Once on requires no renewing, as they are easily cleaned and will outlast the wall.

Re-Tinting: Should a new shade be desired, all that is necessary is to apply a thin coat of oil paint of the required tint.

Save Walls: Your walls can be protected by these Burlaps as in no other way and nothing can excel them for holding together cracky plaster.

Write for Samples and Prices.

tured by

CLOTH CO., Limited, Montreal

Guaranteed For

THE "PRINCESS" ELECTRIC IRON

Five Years

Is The Line To Boost In The Hot Summer Weather

Sells Quickly — Very Profitable

We make sales easy for you by supplying you with mailing slips, handsome booklets, free trial mailing cards, all with your name on, at absolutely no cost to you.

By mailing or distributing these selling helps in your vicinity now you will hit the nail right on the head—you will bring many buyers to your store and reap a splendid profit on every sale.

The "Princess" Retails in Canada for only $4.25.

Packed in the carton of each iron is a guarantee of perfect satisfaction for 5 years.

Our excellent manufacturing facilities is the reason for this low price on such a high-grade iron.

We will gladly arrange for attractive window displays.

SOLD BY JOBBERS THROUGHOUT CANADA

CHICAGO FLEXIBLE SHAFT CO.

250 ONTARIO STREET, CHICAGO

COMFORT AND ELEGANCE

CLARK

Indestructible Steel Heaters

FOR USE IN AUTOMOBILES WAGONS, SLEIGHS, ETC.

A fall and winter line that sells well, pleases purchasers and shows dealers a good profit.

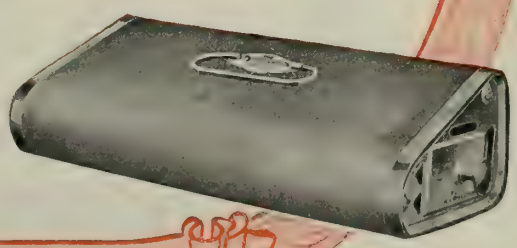
Clark brick, for use in these heaters, yields most heat and lasts longest of all bricks.

This line is extensively advertised to users in Canada.

A QUALITY LINE THAT WILL MAKE MONEY FOR YOU

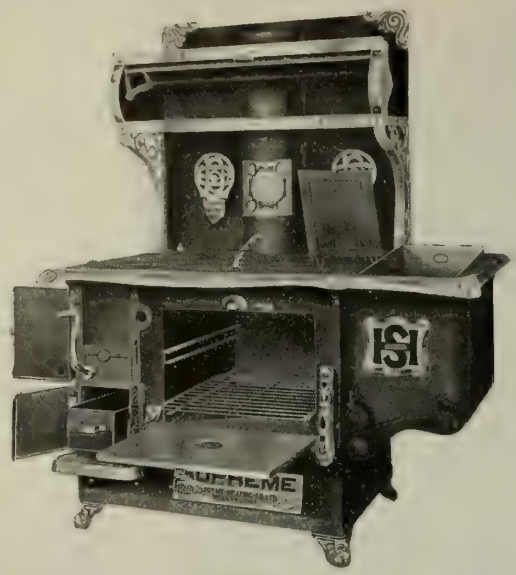
All leading jobbers supply them. Selling helps of all kinds sent from here at no cost to you.

WRITE.



CHICAGO FLEXIBLE SHAFT CO.

250 ONTARIO ST., CHICAGO



You Will Better Your Profit if You Handle These Lines of Merit

THE SUPREME RANGE

Guarantees a 50% SAVING in Fuel Bills

Besides saving fuel, this range will do just as good, if not better, work than any other range made of best grade materials by skilled workmen.

Has large copper tank which holds nine gallons. Waterback will boil 100 gal. tank. Neither waterback nor reservoir affects temperature of oven for baking.

Every Supreme fitted with a Thermometer. Same grate used for both wood and coal.

It is the only range where you have complete control of the draft. **Your customers can have it on 30 days' trial before paying for it. We protect the dealer.**

THE "SUPREME OAK"

Is large, strong and durable, besides being handsome in appearance.

Is fitted with dampers, **which absolutely enable it to hold fire overnight.** Grates are the Patent Triangular Shell Bar Grate, which is without question the best grate for burning coal.

Fifty-seven per cent. of the total fire surface of the grate is air space. This abundant air supply causes a perfect combustion, which adds 25 per cent. more heat to the fuel gases, and is the reason for no clinker formation.

This free passage of air, circulating horizontally through the grate, protects it from burning or warping.

Swing nickel top and urn. Deep nickel ring. Nickel foot rails extend all the way around the stove. Double fire doors, lower door with mica. Slide damper in front and wheel damper in back below the collar top. Large corrugated fire pot with straight sides, insuring a perfectly clean fire after shaking.

Extra deep base and large ash pan. Screw draft damper in ash pit door.

It will be to your interest to get particulars and prices at once.

THE SUPREME HEATING CO., LIMITED

WELLAND, ONTARIO

CINCH IT

Now is the time not only to "cinch" your own orders, but to assure yourself of prompt delivery, by ordering from us

Now

You must have many customers who are contemplating putting in furnaces or heating systems and who must make some decision soon.

Don't let the other fellow get these orders. Go after them right now and close them.

WE ARE READY TO HELP YOU

Our travelers go all over the country drumming up business *for you.*

If you have a problem a little out of the ordinary or some prospect you cannot close, drop us a post card immediately and we will have one of our experts go out with you to see this prospect and show the most economical method of installing a heating system.

Remember you make a friend of your customer every time you install a Pease Furnace or Heating System.

Our reputation of over 36 years in the manufacture of Warm Air Furnaces and Heating Systems affords an excellent example of a TRIBUTE TO HONEST MANUFACTURE.

Pease Furnaces are constructed from only the best materials.

"PEASE" FURNACES

MANUFACTURED BY

Pease Foundry Company, Limited

TORONTO

Branches:—Winnipeg Vancouver Montreal Hamilton

Works: Brampton, Ontario

ABOVE AL

make sure

McCl

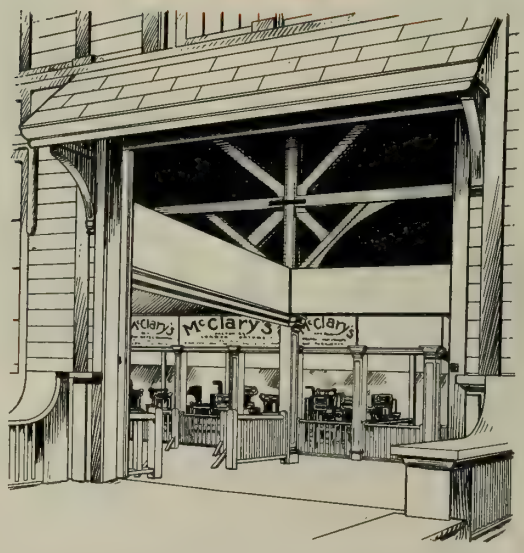
Dis

At the Toronto National Exhibition

THE STOVE BUILDING

McClary's

THE GAS BUILDING



Make our Exhibit and

We can assure

Experts will be in attendance to ex

McCl

Toronto London Montreal Hamilton St. John, N.B.

L THINGS

you visit

ary's

play

from August 23rd to September 8th

We are displaying:-

FURNACES,
STEEL and CAST RANGES,
BASE BURNERS,
HEATERS, Etc., Etc.

McClary's

HOTEL GAS APPLIANCES,
DOMESTIC GAS RANGES,
GAS PLATES,
GAS HEATERS,
GAS WATER HEATERS,
GAS IRONS, Etc., Etc.

Toronto Office, King St. West, Your Headquarters.

you of a Hearty Welcome.

plain every detail of Manufacture.

ary's

Vancouver Winnipeg Calgary Edmonton Saskatoon

An Abundant Harvest

creates a demand for

McClary's Grain Scoops

You are bound to have enquiries; their quality leads to ready sales. Be sure your stock is sufficient to meet all demands.

Shipped in Heavy Galvanized or Black Japanned finish—substantially made to withstand hard usage.

Heavy Wrought Iron unbreakable back Handle and revolving top handle of wood.

Dimensions:—

Dim. ins. over all, 27 in.
Dim. ins. width at centre, 12 in.

Sell a Quality Article and ensure Satisfaction to Your Customers

McClary's

London Toronto Montreal Winnipeg
Vancouver Hamilton St. John, N.B.
Calgary Saskatoon
Edmonton

McClary's on goods is a Quality Name.

Anybody can say "JUST AS GOOD" But can he PROVE it?

The uniform Quality of

Red Tip

CALKS

is so well known that they are demanded by all experienced horse owners, and practically sell themselves. If you are not now handling this line, they are

Worth Looking Into.

Every box of fifty contains fifty Good Calks. Ready for service and sure to give service to the satisfaction of your customer.

The Neverslip line makes quick profits for the dealer. Advertised extensively from coast to coast, every advertisement is a salesman for the dealer who stocks up with these goods.

We give you the right goods at the right price, with a full guarantee.

The Red Tip means quality

Neverslip Manufacturing Co.

FACTORIES:

New Brunswick, N.J., U.S.A. Montreal, Can.

Canadian Office : 25 St. Peter St., Montreal

A MONEY MAKER

for the hardwareman. The Corbin 1911 Model Door Check sells easily and gives satisfaction. Does not break or get out of order. Of the first 100,000 checks sold only 3 have been reported as defective and these had springs broken from flaws. The liquid tests to –86° F. (86 degrees below zero Fahrenheit) without becoming solid. The parts are few and sturdy, and generously proportioned. As to the profit—ask for prices. Your jobber can quote you.

Send for the "DOOR CHECK BOOK" which is a guide to quiet doors.

P. & F. CORBIN

The American Hardware Corporation Successor

NEW BRITAIN, CONNECTICUT

CHICAGO NEW YORK PHILADELPHIA

The Tocan Manufacturing Co., Limited

Dundas, Canada

August, 1913

Messrs. the Hardware, Tinware, and
General Merchants of Canada

Gentlemen:—

No doubt you will attend this year's National Exhibition at Toronto.

Anyone concerned with a Hardware or Tinware business should see our Exhibit. It would be to your interest to do so.

We are manufacturers of Kitchen and Restaurant Utensils of every description. Our plant is new and fitted with the best automatic machinery to be had. We produce over 1,000 different articles—aluminum, nickel, brass, tin, japanned, copper, galvanized and nickel-plated ware. Many of our lines have not been previously manufactured in Canada, some are new to the market.

Any one of the thousand articles at the Exhibition has the earmarks of perfect workmanship. This, and the fact that many of them are new articles that have been badly wanted in the past, cannot fail to impress the practical Hardwareman that our products are trade-winners.

We extend to you, Sir, a cordial invitation to look us up at the Exhibition, Manufacturers' Building No. 2, feeling sure that it will be to our mutual advantage because—we want to do business with you and you want to do a bigger business.

Yours very truly,

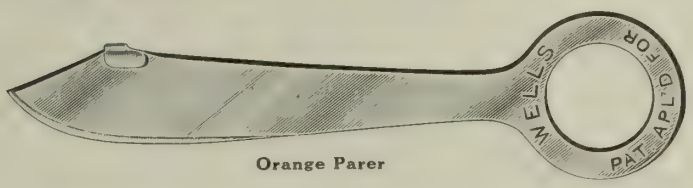
THE TOCAN MANUFACTURING CO., LIMITED

Mered Fraser,

President and General Manager

Stewing Kettles with Adjustable Covers.

Percolating Tea Pot.



Orange Parer

For Scraping Corn off the Ear.

You'll Make Quick Sales, If You

Handle the TOCAN Line

Because it embodies High Grade Material and Workmanship and Sells at a Reasonable Price.

A TRIAL WILL CONVINCE YU.

Everything Guaranteed to be as Represented or Money Refunded.

Coffee Pot and Percolator

Coffee Pot and Percolator

Advertising Novelties.

We manufacture a full line of such novelties.

Tocan Manufacturing Co., Ltd.

Manufacturers of All Kinds of Sheet Metal Goods

DUNDAS, ONTARIO

Hamilton Office 65½ James St. S.

IF YOU'RE NEEDING

WIRE MACHINERY

OF ANY KIND

WRITE TO "THE"

SPECIALIST

who has for many years specialized solely in this class of Machinery.

Every machine guaranteed to be of best design and workmanship.

MACHINES FOR
Wire Crimping,
" Straightening,
" Cutting,
" Netting,
" Mattresses,
and working Wire in any way.

MACHINES FOR
Nails,
Barb Wire,
Bolts,
Wood Screws,
Staples,
and any other article made from Wire.
Send sample or sketch.

LARGE NUMBER OF MACHINES WORKING IN CANADA AND IN ALL PARTS OF THE WORLD.

WRITE NOW FOR LISTS TO

ED. BRAND

Engineer—Specialist in Wire Machinery

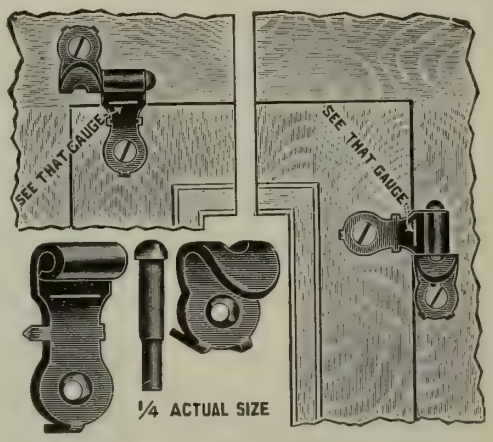
96 VICTORIA STREET, LONDON, S.W. ENG.
(late of Manchester.)
Cable Address—"Wyrellous, London."
Code Used—A.B.C. 5th Edition.

Watrous Leaders

Make this your big year

Big Sales
Bigger Business
Biggest Profits

Our line helps you do this. Insist that your jobber sell you the Watrous Leaders.



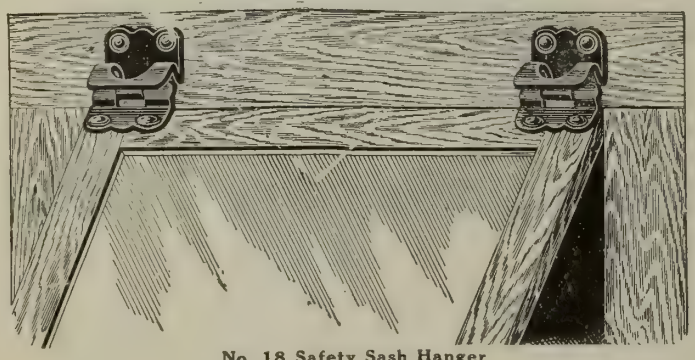
No. 17 Combination Hanger

No. 4 Button

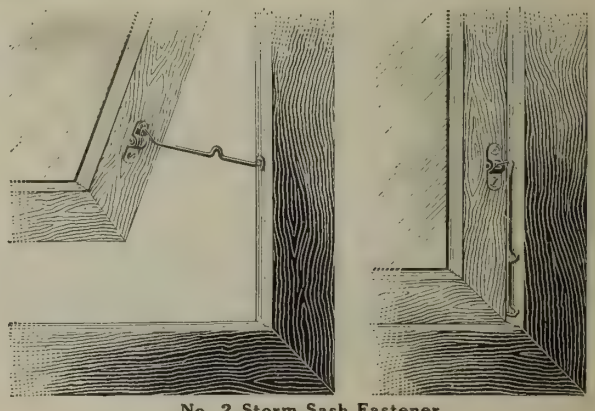
All sizes of steel buttons.

Silent salesmen free for asking. Write at once.

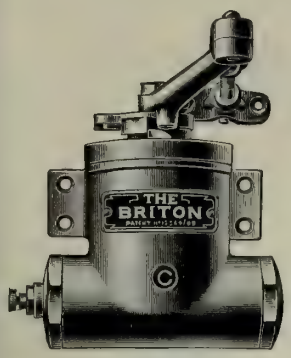
Watrous Mfg. Co.
Des Moines



No. 18 Safety Sash Hanger

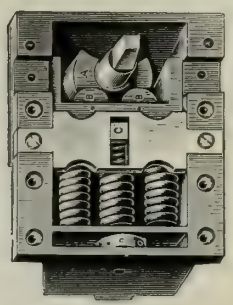


No. 2 Storm Sash Fastener



"BRITON"
Door Spring
and Check

"LOOK OUT"



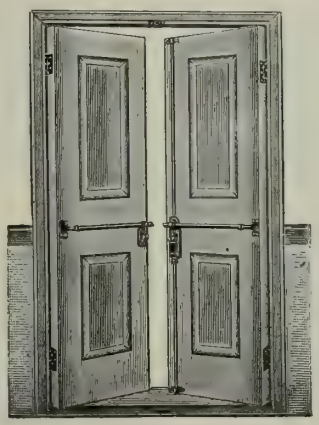
INVINCIBLE
Floor Spring

WILLIAM NEWMAN & SONS, LIMITED

ESTABLISHED 1730

MANUFACTURERS OF

All kinds of Door Springs, Spring Hinges, Fanlight Openers, Builders' Brass, Door Checks and Springs, Panic Bolts and Latches and Opening Gear and General Foundry.



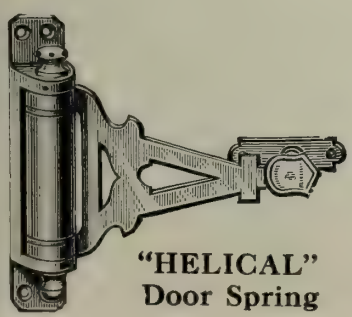
"RELIANCE" Patent
Automatic Panic Bolt

SPECIALITIES:

"BRITON" Door Check and Spring.

"RELIANCE" Patent Automatic Panic Bolt.

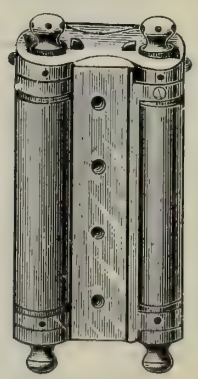
HOSPITAL STREET
BIRMINGHAM, ENGLAND



"HELICAL"
Door Spring

For Future Advertisements

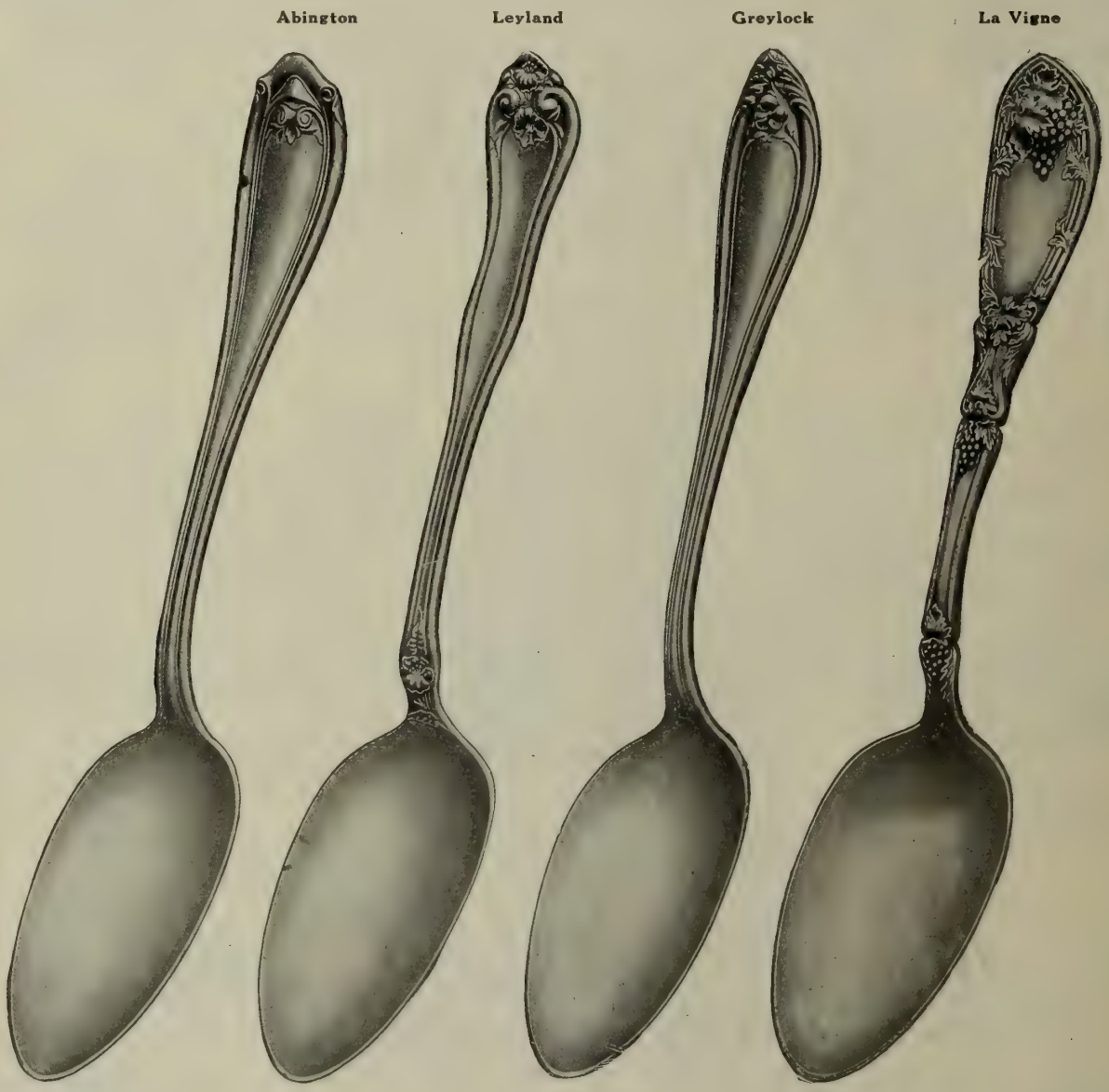
Double Action



Spring Hinge

The Canadian Rogers Company, Limited

PAID UP CAPITAL $1,000,000.00



SALES ROOMS

Toronto **Winnipeg** **Vancouver**

HEAD OFFICE

53 King St. West, Toronto

FACTORY

570 King St. West, Toronto

THE INSTANT LIGHTING

Bystrom Gasoline

(Benzine, Naptha or Petrol)

Lights

A complete line of Gasoline lighting devices.

Convenient, Efficient, Economical

MARVELOUS NEW INVENTION

in gasoline lighting, wherein new principles are used for producing the greatest amount of light at the lowest cost. 48 times cheaper than kerosene or coal oil.

The Bystrom Way Lights by the Flash of a Match

The Old Way Lights by Unhandy Torch

The Instant Lighting System

is adapted for every requirement.

We are also manufacturers of Street Lights, Air-light or gas systems, and portable lamps.

Canadian Territory

now being granted to live dealers who will act as exclusive agents. Write for our offer of liberal discounts, with sales rights in your territory.

THE

Bystrom Gas Lamp Co.

444 Canalle Ave. - DEFIANCE, OHIO

Some Retailers Say:

"What Does It Matter Anyway?"

---

or they think it—in one form or another.

To them a sale is a *sale*—nothing more. They're alive to the ring of the cash register, but deaf to the ring of REPUTATION.

They don't care what happens *after the sale.*

These are the dealers who are finding business harder and harder to get—because while you can catch a customer with a bargain, you've got to have QUALITY to HOLD him.

WISS "Steelforged" Guaranteed Scissors and Shears

have the quality that makes every user a fast friend *of the store that sold them.*

They stay sharp.

The cutting edge is as durable as the finest crucible steel can make it.

They don't break —

Because the crucible steel is welded on to a frame of forged steel that is tough and elastic.

The blades are hardened in *cold, running water* and the temper drawn so that both blades are uniformly hard.

Each pair of blades is adjusted to the thousandth part of an inch with the finest screws that skill can produce.

Every operation—and there are hundreds of them—is carried out in the way that has been *scientifically proved best* regardless of expense.

Get the Wiss Line

We've got a proposition that means profit and reputation for you.

Wiss Steelforged Scissors and Wiss Razors will sell in your store. There are lots of people in your community who know what Wiss means and are ready to buy.

There are lots more that you can reach with our cooperative business building helps.

Are you interested?

Are you alive to your own business good?

Wiss Scissors and Shears are sold all over the world — where ever the people recognize the economy of quality.

Wiss Shears cost no more than other shears—but certainly no other shear competes with the Wiss on quality.

Get in touch with us by communicating with either our Newark or Toronto offices.

We shall expect to hear from you.

J. WISS & SONS COMPANY

Manufacturers of
High Grade Shears, Scissors, Razors, Cutlery, since 1848
NEWARK, N.J., U.S.A.

Toronto Office : : 193 Spadina Ave., Toronto, Ont.

Big Ben

Let Big Ben do your Advertising

You can buy Big Ben with your name on dials in lots of 24.—Your customers will take them right into their homes, give them a place you could not purchase if you tried—and pay you a premium of 50% for the privilege of reading your Ad every day in the year.

Big Ben's retail Canadian price has been fixed at $3.00. In lots of 24 with your name on dials he costs you exactly $1.90 net apiece. If you buy them in lots of 24, you make over a dollar on every one you sell. We are packing Big Ben specially for Canadian trade, 6 in a box with a full set of posters.

On an order for 12 you will receive a mahogany display stand—on an order for 24 two display stands, an outdoor metal sign and a complete assortment of posters.

Big Ben comes in either finish, nickel plated or polished brass, with $3.00 price tag attached.

With your name on the dial they have to come from *Westclox* at *La Salle, Illinois*, so count on six weeks for delivery.

Dealers' names printed free on dials in lots of 24 of one finish only.

In broken lots, $2.05 each less 2%. In case lots of 24, $1.95 each less 2%.

OUR LATEST LINES

Leading Galvanizers of Canada

Wrico STOCK PAILS, Blue Striped.

Riveted forked malleable ears.

Just the thing for watering horses and cattle, and for general use around the farm.

Wrico NIOBE PAILS. Blue Striped.

Wire bail handles—deep rimmed bottoms. For contractors, railways, builders, construction workers, etc.

Wrico WASH TUBS, Blue Striped.

Heavier, stronger and handsomer than the standard tub. Large, rigid wooden handles. Strong wired edge. They have the look that attracts customers and the qualities that retain customers.

WRIGHTLIGHT

Cold Blast Lanterns, with short globe.

No. 4 Full Length Globe Lanterns.

No. 3 Short Globe Lanterns.

Whichever you prefer.

Lanterns, Lamps, Headlights, Searchlights—all kinds for all purposes.

Specify now for 1st September shipment.

Get our latest Lantern list—just issued.

We Specialize in the Best

Wrico GARBAGE CANS. Two styles — three sizes.

Very strong, cannot be put out of shape.

Write for prices and description of our garbage containers of all kinds.

Wrico GALVANIZED PAILS. Blue Striped.

Wood handles—rimmed bottoms. Very strong, but not too heavy. Well adapted for general household use.

E. T. WRIGHT CO., LIMITED, Hamilton, Canada

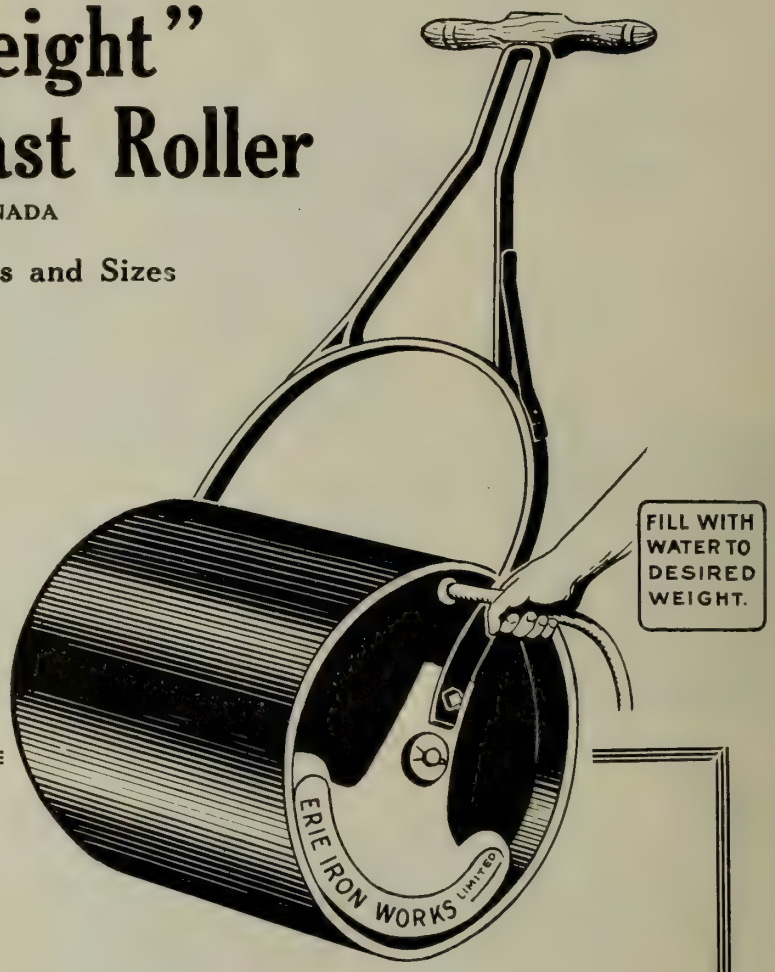
ASK FOR OUR NEW CATALOG.

"Any Weight" Water Ballast Roller

MADE IN CANADA

20 Different Styles and Sizes

Prices sufficiently low to enable owner of the smallest lawn to purchase one, and vary with equipment, size of drum, weighted or non-weighted handle, etc.



This roller bearing roller is beautifully finished in green and red.

Made to weigh with water from 300 lbs. to 700 lbs. or to weigh with sand from 500 to 1100 lbs.

It will be much to your interest to handle this roller. You will be pleased with the profit and satisfaction giving qualities.

Let us send you full particulars and prices now.

Erie Iron Works, Limited

ST. THOMAS, ONT., CANADA

No. 726

Win the Confidence of Your Customers By Selling Secure

PADLOCKS

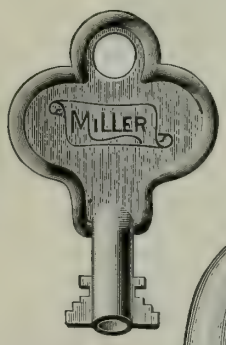
This Padlock No. 726 is a "Yale" solid cast iron case 2¼ inch diameter, with paracentric keys. A wonderfully secure lock.

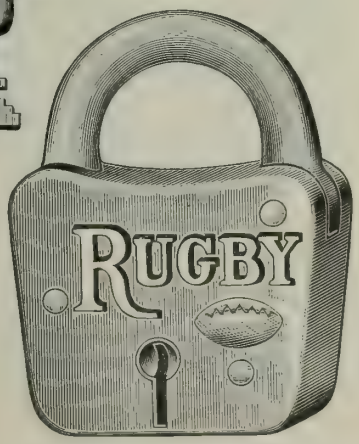
No. 526 is the same type of padlock, with flat steel keys, sold at a lower price than 726.

There are no rivets on these locks that can be filed off, the whole interior is hermetically sealed against attack and exposure, the name "Yale" on these locks means enough to any thief.

No. 700B

Our No. 700B Miller lock is another good one. Heavy steel case, malleable spring shackle, all brass plated, six levers. Miller Locks are doubly secure, they cannot be jarred open.





The Rugby line of fine lithographed cards, assorted nickel, brass and Japan finishes is a quick-selling 15 cent line.

Burglar Proof PADLOCKS

STANDARD LINE BRONZE METAL

Nos.		ins.
813	size	1
823	"	1 1/4
833	"	1 1/2
843	"	1 3/4
853	"	2
863	"	2 1/4

MANY OTHER GOOD ONES ARE SHOWN IN OUR CATALOGUE

Caverhill, Learmont & Co.

Montreal

R-W No. 321

Every Barn You Equip With This Splendid Hanger Sells Two More Sets. That is Its Record.

A BARN DOOR

hung on Richards-Wilcox Trolley Track and Hangers is hung RIGHT. It is jump-proof, storm-proof, sparrow-proof and trouble-proof.

This is the best barn door hanger made because it is

1. Center-hung, not side-hung.
2. Flexible, allowing door to swing.
3. Detachable by removing hinge pin.
4. Completely enclosed.
5. Adjustable laterally for doors 1¾ to 2½ in. thick.

Hanger Track and Brackets, **ALL STEEL**, except milled gray iron wheels. Fine roller bearings run easy.

This shows the flat surfaces supplied for wheels to run on. Note the strength. Sixteen gauge steel.

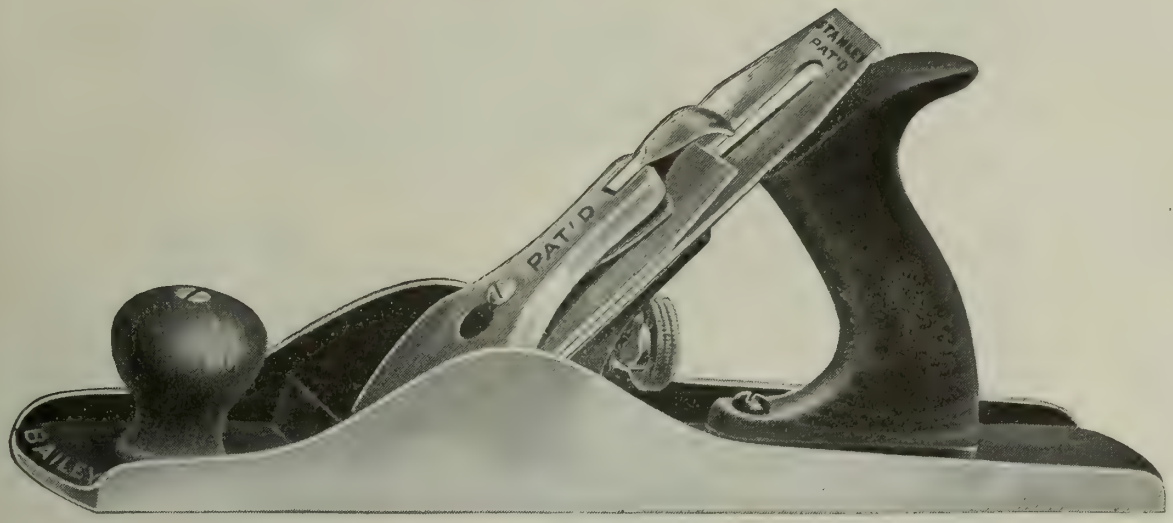
This cross view shows how evenly the weight is distributed in this center-hung hanger.

DOOR HANGERS FOR EVERY PURPOSE—Flat Track—Round Track—Trolley Track. MOUNTED GRINDSTONES—WAGON JACKS—WIRE STRETCHERS—FIRE DOOR HARDWARE.

Richards-Wilcox

CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

Stanley Tools



BAILEY IRON PLANES

"Bailey" Iron Planes have been in use for nearly fifty years, and are the recognized standard for Planes of this type.

While retaining all the original features, many valuable improvements in construction, have been added from time to time. Only the finest materials and the best workmanship are used in their manufacture.

These Planes are now made in our Canadian Works where we are prepared to make immediate shipment of all orders sent us.

Always insist that your order be filled with Planes made by THE STANLEY RULE & LEVEL CO., which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' tools for over half a century.

STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

"Silverware That Sells"

Plate ¼ Actual Size

SHAVING AND SMOKERS' SETS

No. 1527 Ash Tray, green glass ..... $ 2.00 list
No. 1524 Ash, with match and cigar rest ..... 4.25 list
No. 200 Smoke Set, on mahogany base ..... 11.00 list
No. 400 Smoke Set, with tray, glass lined ..... 9.00 list
No. 401 Smoke Set, with tray, glass lined ..... 8.00 list
No. 110 Shaving Set, complete adjustable mirror ..... 10.00 list
No. 109 Shaving Mug and brush ..... 5.00 list
No. 112 Shaving Set, complete, swivel mirror ..... 11.00 list
No. 113 Shaving Mug and Brush ..... $5.50 list
No. 101 Shaving Set, swivel mirror, on mahogany stand, complete ..... 13.00 list
Contains shaving stick in leather or metal case.
No. 100 Razor holder, mug and brush (Same style as No. 101, with 819 mug complete) ..... 15.00 list
No. 819 Mug and brush ..... 5.00 list
Nos. 606 and 610 Brushes, full Badger knots ..... 1.80 list

Prices subject to usual trade discount.

STANDARD SILVER CO. OF TORONTO, LIMITED, North Madison Ave.

"TARBOX BRAND, TORONTO"

Chemically Treated Dry Dusting Odorless Mops and Cloths

These goods are strictly Canadian made, carrying the guarantee of the "Tarbox Brand." Being **Chemically Treated** to pick up dust, holding it by absorption until washed out with hot water and soap, as hot as the hands will stand, without losing any virtue of the treatment. No retreatments are required. No oil to soil.

Dustless Dust Cloths

Size.
No. 1 , retail .25
No. 1½, retail .35
No. 2 , retail .45
Size numbers indicats yards in each.

Flat Mops

Used in any stick for dusting—not as wet mop.
No. 01, retail .50
No. 02, retail .75

Muffled Mop Sticks

(A New Idea)

Made safe by felt pad.

No. 2, 5-ft. handle, 5½-in. head

No. 8, 5-ft. handle, 6-in. head

Heads, stamped steel; smooth handles.

Price 25c.

Circular Dry Dusting Mops

With nice smooth handle

Retail $1.00

Triangular Mop

One-fourth larger than the circular style, with handle.

Retail $1.25

Dustless Floor Polisher

Made safe from marring room or furniture.
No. 1, 10-inch head, $1.50
No. 2, 14-inch head, $2.00

There is no subject in the field of Domestic Economy, agitating the mind of the housekeeper to a greater extent, than the use of **DUSTLESS DUSTERS.**

Oil-treated mops leave a grease stained floor—track up the house—creating an unbearable condition to the fastidious housekeeper and have been used only through a mistaken notion of cleanliness. Their sale resulting from a desire for something better.

The ethics of trade dictate that the dealer protect his customers from false conclusions.

OUR CHEMICALLY TREATED DRY DUSTING MOPS AND CLOTHS satisfy the desire for a Sanitary, Economical, line of cleaning devices. They are antiseptic as the chemicals absorb and disinfect the dust particles—gather the linty substances rather than scatter them.

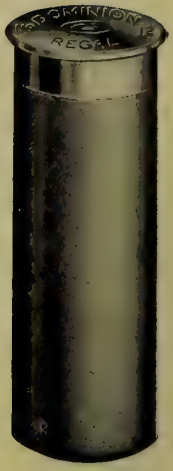
The absorbent qualities are permanent, renewing themselves after each washing with **HOT WATER AND SOAP.** There is no oil to smear the rugs and furnishings. The floor is left with a high, dry polish that is neither slippery, greasy, nor yet sticky.

The first cost may be a trifle higher than inferior goods, but as they require no further treatment the **FINAL COST** is infinitely less and the results more satisfactory.

A satisfied customer is a permanent advertisement for your business and the final results should be the guiding consideration in every investment. Our line comprises a large variety of styles and sizes. Indicate your interest by sending us your address for Booklet on Chemical Dusting.

All jobbers handling our goods can quote attractive discounts off the retail prices.

Tarbox Brothers, Toronto, Ont.



Be Sure
That Your Stock of

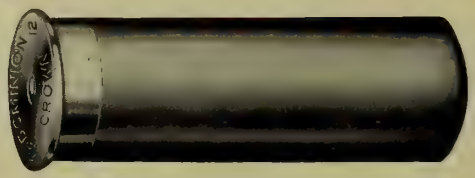
DOMINION AMMUNITION

is Complete.

Canadian-Made for
Canadian Sportsmen

Dominion Cartridge Co., Limited

Montreal



HARDWARE AND METAL

Vol. XXV. ANNUAL FALL SPECIAL NUMBER, AUGUST 23, 1913 No. 34

Solving the Problems of Sales Promotion

The turnover of a store depends upon three things: store reputation, store service, and sales promotion methods—How a hardware firm maintain efficiency in the sales staff by a point system of appraising salesmen's work — Toronto store wins trade from transients by promotion methods.

THE turnover of a hardware store is dependent upon three conditions, or phases of the business—the reputation of the store, the quality of the service rendered and the steps taken for the promotion of sales.

The reputation that the store bears is certainly not the least of these. When a firm has the reputation with the general public of treating customers fairly, of being up-to-date and dependable, of carrying a good stock there need be no doubt on the score of the business done. Acquiring a good name is a matter of time. It probably will take years of painstaking effort and unremitting courtesy; but once acquired a good name is the most valuable part of a merchant's stock in trade.

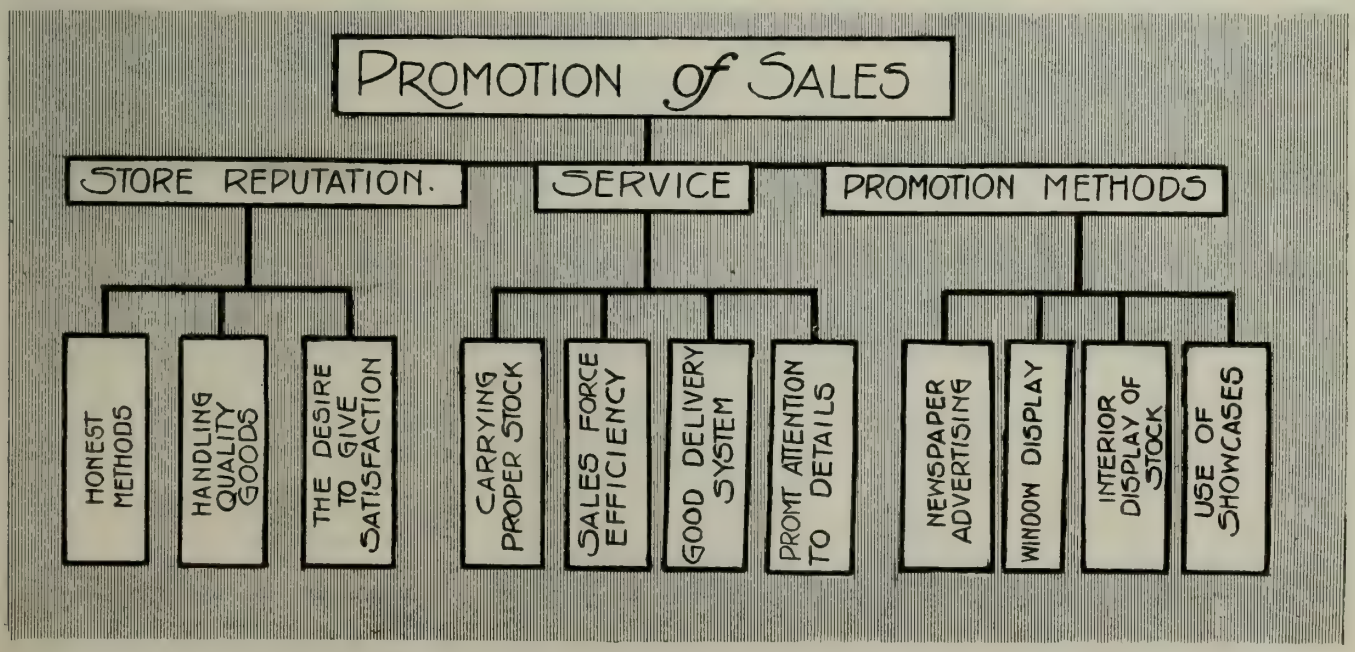
The Importance of "Service."

Efficiency of service is one of the main factors in winning trade. The question of service might have been treated under the head of store reputation, inasmuch as the latter depends to a great extent on the former; but the importance of service as a single factor is so great that it requires individual consideration. The store where customers receive prompt attention, where goods are delivered rapidly and in good condition. where courtesy and consideration of the customer's every want are rules closely observed — this store will get the trade, Nothing will drive a customer to the opposition store faster than a long wait in the store, a delay over an important shipment or some proof of negligence on the part of the firm.

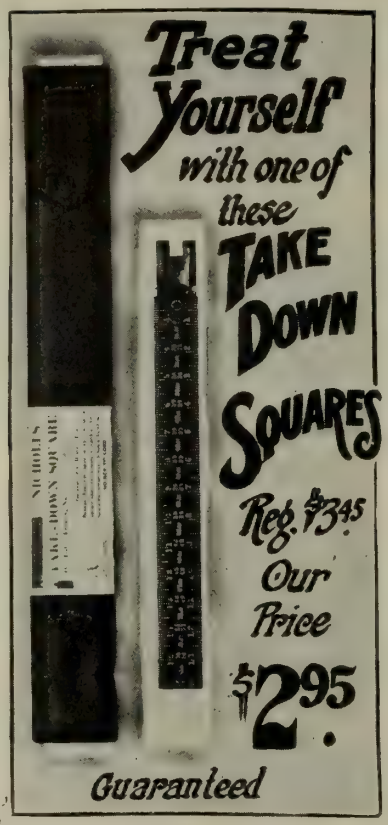
Promoting Sales.

Finally, the volume of business done will depend largely on the methods adopted to bring business, outside of the essential points in the maintenance of a retail store such as the carrying of a good stock, efficient service and good reputation. Special efforts are always necessary. No matter how high a firm may stand in the reputation of the general public, no matter how manifest the efficiency of its service may be, the amount of business done will fall far short of the mark which might be attained, if no efforts are put forth to draw trade in special lines. The fact may be firmly fixed in a customer's mind that Blank's hardware store is the place where fair treatment and the best of service can always be expected, but this will not induce him to buy a lawn mower or a washing machine. The store must suggest the idea of a lawn mower or a washing machine to him, must reach him with an appeal on these particular lines. Thus sales promotion methods are a potential feature in determining the turnover that a firm will attain.

Under the heading of promotion methods, come newspaper advertising,



Cards Which Catch the Transient Trade



"Business getters" used by the Howard Furnace Co., Yonge St., Toronto. These cards have created a big trade in tools.

Actual samples of tools are attached to the cards — Note the prominence given to the price in every case.

window displays, the proper arrangement of goods in the interior of the store, the pricing of goods, etc.

How Efficiency is Obtained.

Efficiency of service depends largely on the sales force. It is the man behind the counter who can make or mar the store's reputation for service. One of the biggest problems, therefore, that the hardware merchant faces is the maintenance of a high standard in his sales staff.

A Point System.

Dewar & Ryan, of Pembroke, Ont., have taken it as the foundation for a system by which they judge which clerks shall move up when a vacancy occurs, or when advances in salary are made, and which ones shall remain stationary.

In this connection Mr. Dewar has worked out a complete system by which he determines a sales clerk's efficiency. With sales the point system is used, so many points, or a certain percentage being deducted from total sales for credit, and a certain percentage added on for cash. To do this it becomes necessary to keep all counter check books separate, so that each clerk's sales go in on his own checks, and in the office to enter each salesman's sales under two headings, namely cash and credit.

But all is not figured according to quire a certain knowledge of the busisales. Standards are also set which reness, a certain amount of work done, and efficiency in all. Thus each clerk is made responsible for his own department. There he must keep up the stock, look after arrangement of goods on display, keep seasonable lines to the front, see to the filling of orders, look after goods rented or lent and in every way conduct that department to the best of his ability.

Two of his clerks. Mr. Dewar has made particularly responsible. Each of these has charge of half of the store and each is required to keep up the window displays on his own side of the store. Thus one clerk works against the other but to the advantage of both and that of the firm.

In so far as possible all is worked out according to the point system, and a careful record of everything taken. On top of all, however, the firm have set a salary limit to which clerks may attain. To reach this goal a thorough knowledge of the hardware business is required as well as results shown by sales. But once this has been reached, the firm go farther into Missouri, and demand results, setting the standard more particularly on cash sales. By that time it is taken for granted that a clerk knows the business and its up to him to prove that he deserves an increase by putting more cash in the till.

This system is found to work well. There is nothing haphazard about it. A good clerk is bound to make his worth apparent; a poor salesman cannot hope to conceal his inefficiency.

The result is a capable staff at all times with the concomitant of a well maintained reputation for service.

Building Trade by Special Effort

What can be done in the way of building up trade by special efforts, irrespective of all other consideration, is demonstrated most aptly in the case of a Toronto firm. The bulk of their trade is done with transients and it is the result purely and simply of the firm's publicity efforts.

The Howard Furnace Co., 371 Yonge street, Toronto, are specialists in tools and furnaces. In the hardware department their chief aim is to sell tools. Their slogan is: "When you think of tools— Think of Howards.

One of the interesting features in connection with this store is the fact that their tool business is gathered largely from transient trade. The store is located on Yonge street in a busy section and hundreds of people pass the store every hour. The store is not located in a section frequented to any great extent by contractors, mechanics or farmers, so it can be easily seen that, when a store is placed in a location of this kind, it is necessary to use many methods to obtain business.

The store occupied by the Howard

Co. is very narrow and at the front of the store are two show windows, also narrow. These windows are the best business-bringers at the disposal of the firm. Mr. Hughes, manager of the tool department, gave Hardware and Metal an outline of the methods employed in order to attract the attention of passers-by from whom much of the business of the store is obtained. Picking a large percentage of your customers from those passing your door daily and also from those who pass possibly only once in many months, and getting them into your store is a problem requiring considerable study. The firm have found that the show windows if properly used prove to be the best means of attracting attention. The window displays are changed every week.

Show Cards Draw Trade.

The use of attractive show cards in the window has proven to be the greatest drawing card. The accompanying illustrations show three of the cards used in a recent display. Samples of the tools featured are attached to the cards. The lettering is in black with the exception of the first letter in each word, which is in red. Surrounding the tool attached to the card, a mottled green effect is used. These touches of color add greatly to the attractiveness of the display card. Prices are also shown in plain figures. These cards with tools attached are used for making a background in the show window and a display of 12 or 15 of the cards each of which bears a message cannot help but be noticed by the passer-by. Cards are changed with the displays and no display is allowed to get old.

Every third display shown in the window is devoted to a display of quality tools and a single show card bearing the words "Quality Tools" is shown.

Efforts are made to give individuality to each display in order to prevent sameness week after week. The display cards, after being used in the window, are hung around the store interior and the attractive cards with the bright and attractive tools attached present a very striking appearance.

Displays in Store.

Special displays are arranged in the store and each line displayed is priced in plain figures.

The business done is strictly cash and there is no dispute regarding prices as all goods are marked plainly."

Some Steady Trade.

While the largest percentage of the firm's business is catch-trade they do not cater to this trade entirely. They also make an effort to obtain a steady class of trade drawn from the mechanics in Toronto and surrounding district. These people are reached largely through the medium of the Sunday newspapers. The firm run ads in the Sunday papers and illustrations are used in all the ads. Prices are quoted and descriptions of the goods are given. The firm figure that the use of illustrations doubles the value of the advertisements.

A catalogue is also issued for the purpose of obtaining mail orders. Out-of-town business is solicited. All goods are sent out subject to the customer's approval and if not satisfactory the customers have the option of returning the goods at the firm's expense and the money will be refunded. Good, clear illustrations are shown in the catalogue along with description of goods and prices.

Large hand bills printed in various colors are also used. Special lines of tools are featured on these bills and a bill is placed in each parcel leaving the store. In all the firm's advertising the goods advertised are either illustrated or an actual sample of the goods is shown.

Advertising, window displays and showing prices in large figures have aided greatly in building up an exceedingly large tool trade for this firm.

A VALUABLE PAPER.

St. Jacobs, Ont., Aug. 7, 1913.

MacLean Publishing Co.,

Toronto, Can.

Dear Sirs,—

Please find enclosed cheque for $2.00 to pay for another year's subscription to the Hardware and Metal, which I would not be without as long as I am in business, as it is a very valuable paper to the trade.

Respectfully yours,

H. GILLES.

It will never be possible for the retail hardwareman to be an expert in demonstrating the good qualities of all the goods he handles, but it is possible to learn each day of the new things coming on the market and also to learn the good qualities of many articles that have been on the market for a number of years, and to be able to demonstrate these good qualities to the prospective buyers of his wares.

• • •

There are many porch floors that can be greatly improved in appearance at small expense by using a good make of ready mixed porch floor paint, and there are many householders who would be willing to go to this expense if they only knew they could purchase a paint for this purpose.

Display of tools in Howard Furnace Co. store, Yonge Street, Toronto.

A view in the basement of the T. Eaton store, where the hardware department is located. Note the size of the crowd.

"SERVICE."

The whole policy of the large departmental store is based on the assumption that "the public is always right."

The idea of "service" is carried out on a magnified scale.

In the Eaton store, the customer is accorded every privilege. Goods can be returned or changed without dispute or difficulty of any kind. Complaints are given immediate attention. Damaged goods are replaced at once.

The stock is arranged to give the shopper every facility for rapid selection. Everything is on view. The customer can find the proper department and make a selection without being waited upon at all. Everything is price marked in plain figures.

A transfer system makes it possible for customers to make purchases in different departments and pay for everything at the end. All the goods are then shipped together.

These are but a few points in connection with the service supplied by the Eaton store.

Methods of Promoting Sales

Plans followed in the hardware and stove depart- displayed on tables with price cards—The use is responsible for appearance of a certain sec- elevated platform.

A DISORDERLY army of salespeople and a disorderly stock of merchandise, it has been said, are made out of the same piece of cloth. Such a combination cannot be expected to make many sales or satisfied customers. That a well organized army of salespeople and a well disciplined stock of merchandise can make many sales and satisfied customers has been demonstrated in the wonderful growth of the T. Eaton Co., Toronto, Canada's largest departmental and mail order store.

The accompanying illustrations show two views in the hardware and household goods departments in the basement of the Eaton Co.'s Toronto store. The Eaton organization may well be called an army, each section with its staff of officers and privates and each with a duty to perform. This article will deal entirely with the hardware, stove, and household goods section, all of which are located in the basement. Window display, interior display and advertising are used in an endeavor to attract customers. At this season of the year the Eaton store is opened at 8.30 a.m. Almost without exception there is a large crowd waiting every morning and there is a general rush as soon as the doors are opened. When the crowds gain admittance to the Eaton store they find the salespeople in their respective positions ready to make sales. All covers are removed, displays arranged, goods dusted, etc., before the doors are opened.

On one occasion where an actual count was taken the salespeople in the Eaton store waited on 603 customers the first fifteen minutes the store was opened.

On another occasion when a number of special bargains had been featured in the display windows and newspapers, a count was taken of the enormous crowd waiting for admittance and the number totalled 1600.

Every effort is made by the firm to induce customers to shop early. Where customers invade a store in such large numbers as these it can be easily seen that it is necessary to have a well organized staff and a well disciplined stock in order to meet the demands of customers and to serve them in an efficient manner.

This gives a good idea of the way in which household goods are displayed—Everything can be inspected by customers.

Employed in Mammoth Store

ments of the T. Eaton Co. — All goods are of any article can be demonstrated—Each clerk tion of the department — Stoves are kept on

Goods Shown on Tables.

As shown in the cut, such lines as enamelware, aluminum ware, tinware, woodenware, kitchen specialties, etc., are shown on tables. These tables are arranged in rows, and between each row there is considerable space allowed in which customers can walk around from table to table to examine the goods.

Keeping Stock Clean.

It is the duty of a number of the employees to see that the goods on display are kept in a well arranged condition. Each employee has charge of a certain number of tables and it is his or her duty to see that they are all in readiness before the store is opened for business. While an employee may have a certain number of tables to care for, it does not mean that the sales of the employee are confined entirely to these tables. Any employee may sell from any table in the section but is held responsible for the appearance and condition of the goods on his or her particular tables.

The displays on some tables are changed every day, some every two or three days and others once a week. All goods are marked in plain figures. There are large tables devoted entirely to the sale of four cent articles, others to five cent articles and so on according to the prices of the lines on sale. The only marks appearing on the goods are stock numbers and selling prices. Cost prices are not marked on the goods.

Good use is made of large show cards on which are shown the special prices at which the goods are being sold. If you go into the Eaton store and ask to see a food chopper you do not have to wait until the clerk opens a drawer or box to secure one. The food choppers are prominently displayed on a display stand which is placed on one of the tables. You are not only shown the chopper but the clerk will demonstrate it by cutting up various kinds of food and showing exactly what can be done with the chopper. If you ask for an apple parer the clerk will show you the apple parer in operation and will peel an apple to show how easily it may be accomplished.

(Continued on page 95.)

SHOWING STOCK.

The business done in the hardware department of the T. Eaton Co. is due very largely to the fact that the goods are shown to best advantage. A complete assortment of every line is shown, for the most part on tables. The builders' hardware and tools are displayed in shelving in the usual way but all household goods and kitchen utensils are shown on tables. People can examine any article and the salesman has a splendid opportunity to demonstrate the goods.

Another feature is the fact that the goods are kept in spotless condition. Each member of the sales staff has a table or tables to look after ond keep clean. The result is that the stock is always kept in best condition.

The accessibility of the stock and the fact that customers can personally and at their own leisure inspect a wide assortment of one line, are features which account for many sales.

The stove stock is shown prominently on a raised platform.

Has Rapid Turnover on Quality Lines

Some Interesting Phases of Sales Promotion Brought Out by the Johnson Hardware Co., Fort Frances—Quality Goods Have Always Been Handled—Some Lines of Household Goods Are Turned Twelve Times a Year—Aluminiumware Sells Briskly.

IT has become unnecessary to enter any defence of the principle of featuring quality goods. Merchants have become convinced that it pays them to cater to the best class of trade, handling the cheaper goods in such quantity only as is found absolutely necessary. Even the dealers who, owing to locality conditions, have gone in largely for the sale of the cheaper grade of goods, acknowledge that they would prefer to cater to the other class of trade.

Perhaps no hardwareman in Canada has demonstrated more effectually the advisability of handling quality goods than W. G. Johnson, of the Johnson Hardware Co., Fort Frances, Ontario. Located in a town where a great deal of foreign trade is done, Mr. Johnson has yet maintained a strict standard and has found his volume of sales larger on that account.

Fort Frances is situated in a district where a great deal of construction and mining work is being done. There are, as a result, many foreigners and laborers who make the town their headquarters and do all their shopping there. The result in nine cases out of ten would be that the merchants would handle a cheap line of goods for this trade but such has not been the outcome as far as hardware is concerned, at least. Perhaps if the hardwareman had been handling a cheap variety of goods, the foreign element would naturally have gone in for the low-priced goods. But, with the stores showing quality lines, the demand has been all for that variety.

Mr. Johnson has made quality the keynote of his merchandising campaign from the time that he first started in business. He specializes on household goods and the quality idea is carried out most strongly in that department. A good selection of all varieties of granite and aluminum ware is carried, the best grades being stocked.

The goods are shown prominently on tables and fixtures near the front of the store. Each article is clearly priced. Window displays of household goods are arranged regularly so that the department gets plenty of publicity.

Aluminum ware has been handled with considerable success for some years. Dealers have sometimes complained that they found a little difficulty at the start in persuading customers to pay the higher price but no such difficulty confronted Mr. Johnson. Perhaps the fact that he had always been urging customers to pay the higher price and get an article which would give service had something to do with it. At any rate, he found a ready demand for aluminum ware from the start—a demand which has been on the increase ever since.

Mr. Johnson's policy has always been to show a customer a quality article first. He points out the good features and the extra value of the article and demonstrates that it would give service fully in keeping with the price. If the customer cannot be convinced that it would pay him from every standpoint to invest in an article of quality, then the cheaper grades of goods are produced.

A Rapid Turnover.

Another principle which Mr. Johnson acts upon is that a rapid turnover is in the best interests of business. The plan he follows is to renew his stock frequently, not carrying a heavy stock at any time. His reasons for adopting this plan were explained to Hardware and Metal as follows:

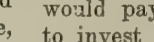
"I believe in carrying a large variety of goods. People like a good selection to pick from and then you are always getting calls for this and that; and there is nothing more effective in holding customers than the ability to satisfy these demands. But to carry a large stock covering all varieties would entail the tying up of a very large amount of capital in that department. I have adopted the plan of carrying a large variety but buying each line in small quantity. This necessitates constant sorting up but it gives us a very rapid turnover.

Twelve Times a Year.

"Our turnover has become very rapid in all lines, in some more than others. In many of our best selling lines, we turn the stock regularly once a month. All the lines we carry move more or less rapidly."

This is indeed splendid. It is often assumed that to work up a rapid turnover it is necessary to handle goods selling at what is erroneously termed a "popular price." The 5, 10 and 15 cent stores have a miraculously rapid turnover. That practically the same result could be secured from selling almost exclusively quality goods is something which many dealers would have been inclined to doubt; but Mr. Johnson has proven most conclusively that such is possible.

The store of the Johnson Hardware Co. is being enlarged and renovated, one of the projected improvements being the installation of a modern store front.



In many of our successful stores, where a large paint business is done, the stock is gone through carefully at least once each week during the busy season and a complete list is taken of all the paint on hand. Orders are then sent in for a sufficient supply to keep the stock up to the standard. In going through the stock thoroughly the clerks discover any cans that may have been misplaced on the shelves, and they also remove any dust that may have accumulated.

* * *

In order to build up a successful stove business, it is necessary for the dealer and his salesman to have faith in the line they are selling and to give quality, service and satisfaction in selling the goods to their customers. The salesmen should be thoroughly informed regarding the goods they are endeavoring to sell and should be able to answer in an intelligent manner any enquiries that may be made by prospective customers

Promoting Sales By Service

F. W. Jeffrey, Midland, Ont., Has a Special System for Making Prompt Deliveries—All Parcels Are Double Checked—Store Is Painted Yellow and Black and the Same Color Combination Is Carried Throughout—Novel Fixtures for Displaying Goods.

THERE are several interesting features connected with the hardware store of F. W. Jeffrey, Midland ,Ont. The first is individuality in the color of the store front and delivery wagons. The firm realized the importance and advisability of having a storefront with an outstanding appearance that would compel the passerby to take notice. With that end in view they painted the store front yellow, not a dark yellow or buff but a bright yellow which may be seen for several blocks. A little black was added for trimming and the combination gives the store front an appearance which makes it stand out prominently among the other stores in the vicinity.

The same colors were used on the two delivery wagons used by the firm and they too present a distinguishable appearance. The oddness of the colors used caused considerable talk in the town for some time after the store front was painted, and the firm gained considerable publicity. Customers have no difficulty in finding the store and parents when directing their children to go to the Jeffrey store tell them to go to "the store with the yellow front."

Another interesting feature is the method used to ensure prompt delivery of goods for their customers. Realizing that goods should be delivered with promptness and dispatch especially when prompt delivery was promised to customers the firm introduced a checking system whereby they could keep a complete record of deliveries and the time the goods were delivered. A desk similar to the one shown in the sketch was erected and here is kept a complete record of goods which pass through the delivery system. The counter checks used in the Jeffrey store are all made out in triplicate. One copy is given to the customer. One goes to the office and the other remains in the book to be used by the clerk if necessary for future reference. The top check is printed in two sections which are divided by a perforated line so that the top portion may be torn off if desired. If a customer makes a purchase and takes the goods with him, he is given the whole check. If, however, he desires to have the goods delivered, he is only given the top portion which is marked "customers' receipt." The balance of the check, which shows all the items to be delivered, is placed on one of the files as shown in the sketch of the delivery desk.

Each check bears full particulars regarding the transaction and the following are shown on the checks, date, name of customer, address, number of clerk, names of articles sold, and prices of

Book Numb'r	Check Numb'r	DELIVERED TO	ADDRESS	Check	Time to be Delivered	RUSH	Delivery Initial	Time Delivered	MEMO

Form used in the Jeffrey hardware store for checking up all deliveries.

same, time at which the goods were promised for delivery, amount of cash received from the customer. If a customer desires goods delivered by 12.30, it is marked on the check. The customer is given the top portion of the check as a receipt and the bottom portion is placed on the 12.30 file as shown in the desk sketch. It will be noticed that six deliveries are made each day.

In addition to placing the check on file, the item is entered in the delivery forms also shown in the desk sketch. These delivery forms measure ten by ten inches and are ruled with spaces in which to enter the following information: Book number, check number, delivered to, address, check, time to be delivered, rush, delivery initial, time delivered, remarks. These forms are large enough to accommodate a list of thirty names. A pad of forms is kept for each delivery as shown in the sketch.

By entering deliveries on these forms and filing them on the time file, the firm have a double check on each item. When delivery is made the driver initials the entry and also marks the time of delivery. The sheet then shows if the goods have been delivered at the time specified.

The deliveries are all run on schedule time. The delivery forms are all turned in to the office at night and are again checked from the checks handed in during the day. Each delivery order is checked three times by using this system and there is a small chance of making errors or neglecting orders.

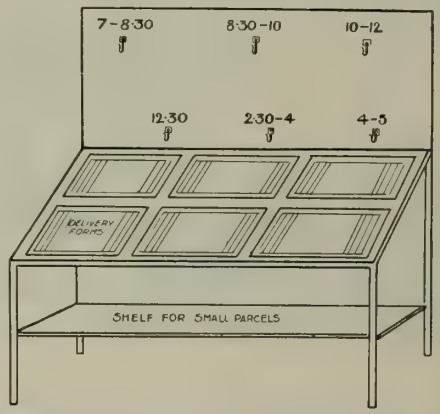
An effort is made to have all orders done up and checked in order to prevent the necessity of delaying the drivers. Small parcels are kept on the shelf shown on the bottom part of the desk.

Pricing of Goods.

The firm also have a good system of pricing their goods. When possible the prices are always marked on the goods but there are lines such as screws, machine and carriage bolts, coach screws, cap and set screws, machine screws, etc., on which it is impossible to mark the price. The accompanying sketch will give an idea of the method employed in keeping a handy price list for these lines. A small cabinet is used with 3-16 rods running across the top. Price cards measuring about 10 x 16 inches are suspended from these rods and the cards can be slid across from one side to the other. The price cards are always in their place when needed. Several lists can be shown in the one cabinet.

Handy Storing Fixtures.

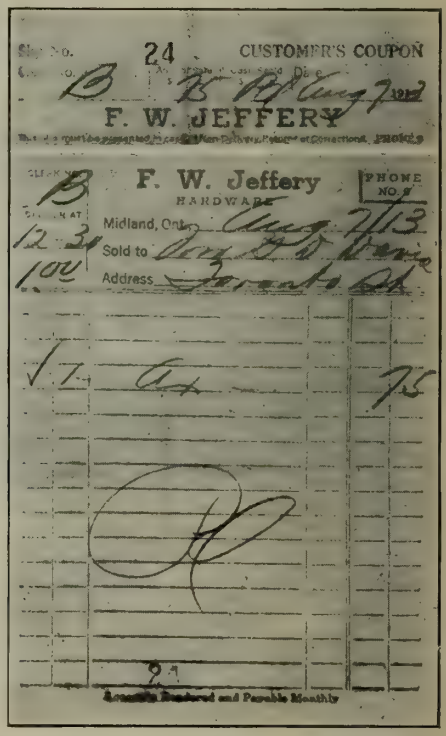
A very simple rack is also used by the firm for storing iron pipes. The accompanying sketch shows how the rack is constructed. The upright pegs are made of ⅝ in. round iron bored into 2 x 8 lumber. Pipe measuring from ½ in. to 2½ in. is carried on this rack and as each size is kept separately, it is an easy matter to check up the stock or get an order up in a hurry. The rack is sixteen feet in length.



Delivery Desk used in Jeffery Hardware store, Midland, Ont.

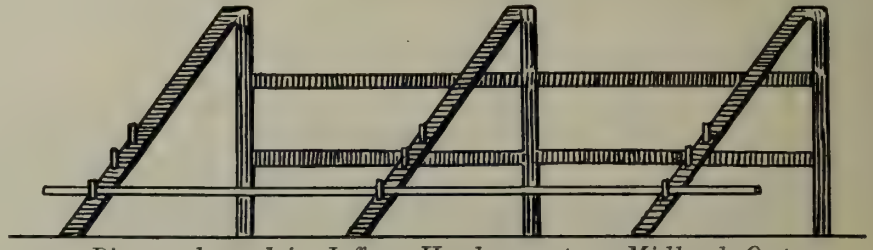
Bar iron and steel are stored in a large rack which has been built pigeonhole fashion, the lumber used running the full length of the rack without joists. The rack is about 18 ft. in length and is composed of 136 compartments. Among the varieties carried are round, flat and square iron, round machine and cold drawn steel, round and square swedes iron, angle iron, etc.

A view of the interior of the main store is also shown.

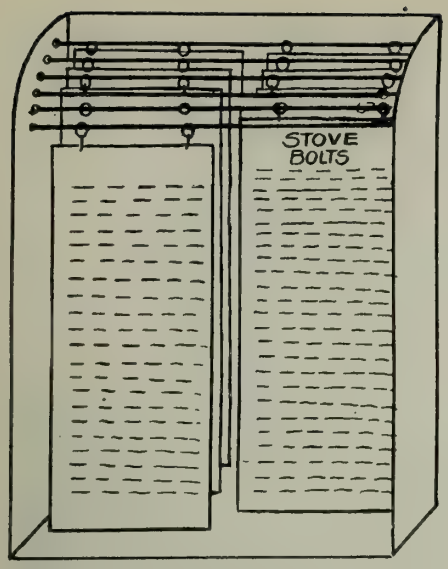


Counter check used in Jeffery Hardware, Midland.

Every effort has been made to to display the goods prominently. Several silent salesmen are used for displaying cutlery, and sporting goods. Specially constructed racks are used for enamel-



Pipe rack used in Jeffery Hardware store, Midland, Ont.



Price card cabinet used in Jeffery Hardware Store, Midland, Ont.

ware and household goods. Every effort has been made to keep all the lines before the public by using various methods of display.

METHODS OF PROMOTING SALES EMPLOYED IN MAMMOTH STORE.

(Continued from page 91.)

Dustless mops are shown by a demonstrator who is well versed on the subject. A stand has been erected about 6 feet square, the floor being made of hardwood. A piece of inlaid linoleum is also fastened to the floor and on this the demonstrator shows the results which may be obtained by using the dustless mop.

Another line often demonstrated is the vacuum washer. A lady demonstrator shows how it may be used. A boiler partly filled with clothes and water is placed on a gas plate and customers may see the washer in actual operation.

Electrical specialties also receive particular attention. The salesman in charge of the tables on which these lines are shown has the appliances ready for demonstrating at all times. Percolators, electric irons, toasters, samovars, fans, disc stoves are all connected up. If the customer is interested in a toaster, the salesman will immediately produce a piece of bread and make toast in the presence of the customer.

Each department has a number of employees who are adepts at demonstrating and demonstrations are a daily occurrence in the Eaton store. When a new line of goods is being introduced it is generally demonstrated.

Stoves on Elevated Platform.

Stoves are shown on an elevated platform as shown in one of the accompanying cuts. The platform stands about ten inches high and places the stoves in such a position that they can be seen from almost any section of the hardware and household goods department.

Literature Kept Handy.

When a line of goods is being demonstrated or shown by a salesman he can always supply the customer with literature to take home. The literature always deals with the goods on display and contains full information.

The importance of informing the sales staff regarding advertised lines is a feature that is not overlooked in the Eaton store. Each circle is supplied with a frame and each morning a copy of the firm's ads. are sent down. It is the duty of certain employees to see that these ads. are placed daily in their proper frames. Each employee is supposed to read the ads. and to be able to inform customers where they may obtain certain lines even if the lines are not sold in the department in which the clerk is engaged.

HINTS FOR RETAILERS.

The large departmental stores hire experts at large salaries to perfect their sales methods. The most progressive ideas are worked out and tested in these mammoth stores. The retailer can benefit by watching what the big stores are doing and modeling his own plans on the same lines as far as possible.

Each department is run on a separate basis from the others and each department has its own trained staff of employees. While each department is run separately they are all working together for the up-building of the Eaton firm. The value of team work has been realized in this mammoth store and valuable co-operation is rendered by employees from the highest to the lowest.

The firm do a strictly cash business and customers are allowed to return goods which are not suitable or satisfactory.

Promptness in serving customers and promptness in delivering orders are strictly adhered to. Courteous and well-trained employees, special attention to window and interior display, and advertising have all been factors in building up the business of the Eaton Co. whose monthly turnover runs into several millions of dollars.

AMERICAN METAL MARKETS

Cleveland, O., August 21.—"The Iron Trade Review" to-day says:—Restricted buying and declining specifications have resulted in lower prices on some finished lines. Wire nails have been reduced $1, to $1.65, Pittsburgh, and plain wire is now quoted at $1.45. Buttweld pipe has been reduced $2 a ton and black sheets are off $1. This softening was foreshadowed by the reduction in the unfilled orders on Steel Corporation books, which aggregated 5,399,356 tons on July 31, the lowest total since March 31, 1912. Compared with June 30, this is a falling off of 407,961 tons. With the exception of the heavier finished lines, independent steel manufacturers, comparatively, are not so well situated and the end of this future delivery tonnage is in sight. In fact, on plates and shapes, some manufacturers have been compelled to meet $1.40, Pittsburgh, which is a concession of $1 a ton. In the East the tapering-off in the finished steel demand is revealed by the declining ingot production, one or more open-hearth furnaces having been shut down in several plants. It is logical that these works should first feel the effects of a contraction in the buying movement, as in large measure they have been dependent upon early delivery demand. With mill shipments improving in the central west, and a marked curtailment of buying, the eastern mills are not being favored with the tonnage that previously had been deferred from its natural channels.

Following a period of protracted activity, the pig iron market has settled down to a normal gait. Important sales of the week include 8,000 tons of basic for the Portsmouth Steel Co. and 10,000 tons purchased by the American Steel Foundries. Prices are firm and in several instances have again been advanced.

"A comparatively young man in advertising, holding a responsible position, when I said to him, 'Did you not read this?' 'Did you not know that?' said, 'I am so busy taking care of the accounts I have that I have not time to take care of all those things,'" says Thomas Balmer.

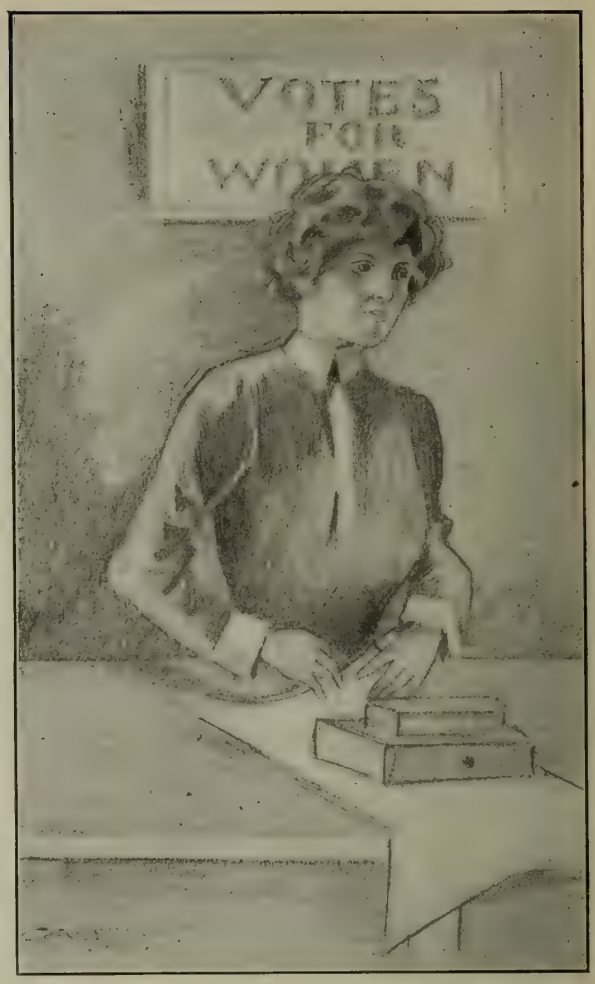
* * *

German experiments to bring aluminum into a liquid condition, so as to spread it cold over any dry surface, are said to have been successful. It is applied with a brush and gives a dull silver coating. It is claimed to be a rust preventive, a resistant to atmospheric influences and a substitute for tin in plating.

Militant Merchandizing

How the business of Richard Marlow was given a new lease of life — Aggressive methods and female initiative brought trade and staved off dissolution — Some sidelights on the question of woman suffrage.

Written by Bertram Thomas. Illustrated by W. Casey



RICHARD MARLOW sat in his office, the very picture of dejection. On his desk lay an open letter, the contents of which could not have been very pleasant, judging from the worried look that came over him whenever he happened to glance at it. The prospect was not less dismal wherever he might happen to look, however. To the left was the safe, with door swinging open, revealing a cavernous emptiness. To the right was a pile of unopened letters which Marlow seemed afraid to open. If he glanced over the office railing, his gaze took in a dismal, dusty hardware store, manned by a crew of listless clerks.

Failing to find anything comforting in his surroundings, Marlow sat huddled in his swivel chair and gazed straight ahead of him, seeing nothing, his mind meanwhile conning over certain intricate business matters.

"I can weather the storm if the Superior people will only give me a little more time," he said to himself. "But I'm afraid that I'm about at the end of my rope with them. The account is big and has been running a long while—and they are said to be very strict——"

Marlow's preoccupied glance happened to focus on the front entrance at this moment and his gloomy pre-occupation vanished instanter. A proud smile lighted up his face as a young woman swept down through the store towards him. She was dressed according to the very latest dictates of capricious Dame Fashion and a casual appraisal of the value of the sweeping willow plume, which crowned her dainty little hat with a crest of white and curled down almost over one shoulder, of the trim, perfect-fitting suit, of the tiny shoe with its sky scraper heel, was sufficient to explain where a good share of Richard Marlow's profits had gone.

"Well, Grace," he said, beaming with pleasure and pride. "It's good of you to run in to see the old man. How goes the cause?"

"Fine, dad," said the girl, with a smile for him, which some men would have deemed ample reward for any sacrifice, even the sacrifice of a business.

"How is the state of the exchequer?"

"The exchequer to-day is very low, and with little hope of recovery; signed Richard Marlow. That's the most hopeful report I can give out, little girl," said the hardwareman, with an attempt at lightness.

"In that case, I guess I won't go shopping after all," said Grace. "I need another hand bag badly, and there's one at ——. Why, dad, you look awfully tired to-day. Are you not feeling well?"

"I'm all right," said Marlow starting to get up. "Perhaps I can find enough to buy that hand bag for you——"

And then the office started to whirl about him. The safe and the stool turkey trotted feverishly and the floor suddenly rebelling against the law of gravitation which deprives inanimate things of the power of motion in any but one direction, moved up and struck him on the back of the head. When Marlow opened his eyes again his head was supported on his daughter's lap while Hawkins, the head clerk, who was not noted for coolness under trying circumstances, splashed water on them both impartially from a bucket.

"What's wrong?" he asked, striving to get up.

"Don't stir," admonished his daughter. "The cab will be here in a minute."

In an hour's time, Marlow was safely tucked up in a cot at the hospital and Grace had received a report from the doctor which caused her no little consternation. "He's in no particular danger," the medical man had explained. "The trouble is that he has worked too hard and worried too much. He's done right out. It will be several months before he can get back to business."

Grace returned to the store, with her pretty face set in determined lines. "I'll have to look after the business," she told herself. "Father has always said that Hawkins could not be depended upon. Well, it's a good chance to live up to our principles. If women should be allowed to vote, they should be able to take their part in business too. I'll show them what a woman can do."

She walked into the store office, hung her hat with its long willow plume on the peg where her father's dusty fedora usually reposed, unbuttoned her gloves and plunged into the correspondence.

* * *

Half an hour later, Grace came out of the bewilderment into which the perusal of her father's mail had plunged her, to a realization that a good-looking young man, with panama hat in hand, was waiting outside the office, apparently desiring an audience.

"My name is White," said the g.l.y. m. perceiving that he had gained her notice. "I represent the Superior Wholesale Hardware Co. I have been calling on your father every two weeks. Hawkins tells me that your father is ill and that you are taking his place."

"Yes," said Grace, with as close an approach to a business-like air as she

could assume. "What can I do for you?"

Now Fred White had been called into the office of the credit man of the Superior before leaving on this trip and instructed to look into Marlow's case. "All the information I have about Marlow personally is favorable," the credit man had said, "but the fact remains that he's on our books for a bigger amount than I like to carry and it's like getting blood from a stone to secure payments from him. Look into it and tell me if we had better not step in."

On learning that the proprietor was in the hospital and the business in charge of a young girl, who knew as much about the retailing of hardware as a Fiji native does of auction bridge, White should have advised his firm to protect their interests without delay. What he actually did was to write to Ballinger, the credit man, that night: "Would most strongly recommend that you give Marlow more time ————. The business is in capable hands." All of which goes to show that a pair of dark eyes will sometimes play havoc with a business man's reasoning powers. However, this is getting too far in advance.

After a half hour's conversation, Grace Marlow and Fred White were on such friendly terms that she had told him something of the dilemma, in which she found herself. Her father's affairs were rather badly involved; just how badly she did not know. Some firms were pressing for payment and, as far as she could learn, the balance at the bank had dwindled down to infinitesimal proportions.

"I've heard of banks advancing money to business men;" she said. Do you think I could get some money that way?"

"What bank do you do business with?" asked White.

"The National. I know Mr. Hamsworth, the manager. I believe," with a determined toss of her head, "that I could talk him into it."

"I'll bet my last dollar you could, asserted the traveller. "After you have talked to old Hamsworth for five minutes, he'll give you the key to the vault and tell you to help yourself."

He escorted the girl over to the bank and waited outside while the conference lasted. Half an hour later, she emerged, with her head carried even higher than usual and a triumphant look in her eyes.

"You got him!" exulted White. "I knew you could make him carry the business but it took you longer to convince him than I thought it would."

"It took just ten minutes," asserted the girl, proudly. "But it took twenty minutes to convince him that women have the right to vote. We discussed that, too."

"A suffragette!" said White to himself, rather sadly as one who has found a serious flaw in an idol. In a couple of minutes, he added, however: "Oh, well, a girl with a pair of eyes like that has a right to be a suffragette, or a pickpocket or anything else she may desire."

On arriving back at the store, Grace engaged the traveller in a discussion on ways and means. "I want to find out why father has not been doing better," she said. "He is well liked. He has been a hardware man all his life and he knows his business. What's been the matter, then?"

"It's as plain as a, b, c," said White. "You'll pardon me if I speak frankly, Miss Marlow. Your father was a good hardware man fifteen years ago, but he hasn't learned anything since. He has absolutely refused to buy new articles and popular selling lines. A customer can't get what he wants in this store. He has to go to other stores for certain articles and he gets in the habit of going there always. Then look at the store. It might have been a good store twenty years ago but it doesn't stack up very well against the modern establishment which people have become accustomed to you need new wall fixtures and some glass showcases. All that junk should be cleared off the ceiling and a metal ceiling put in. In brief, the store is behind the times.

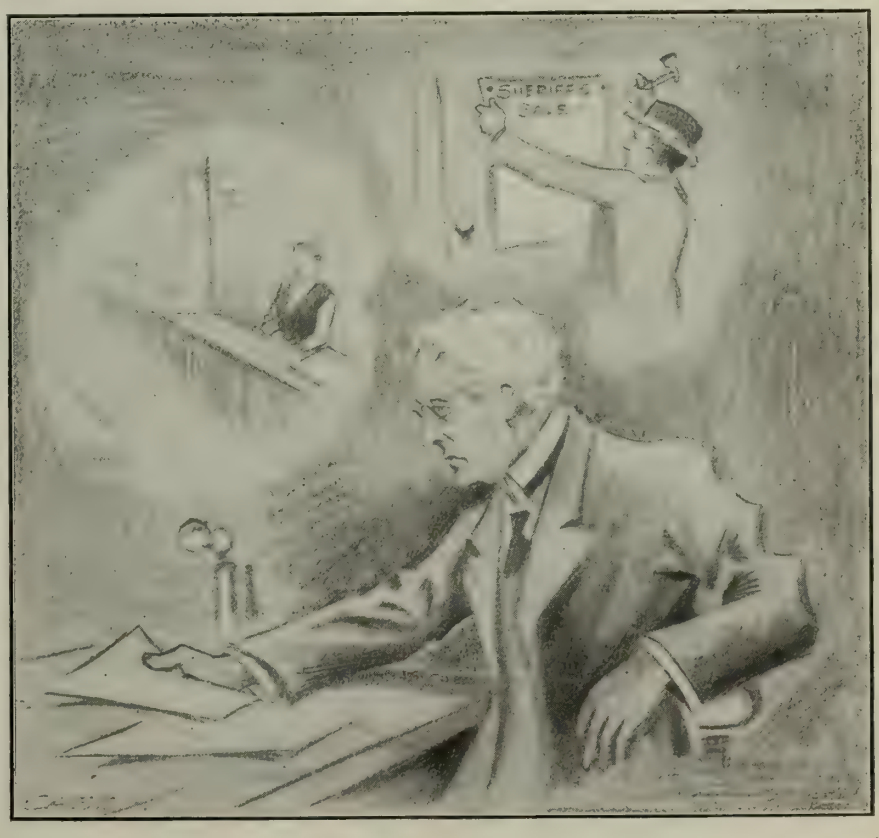
"I believe you are right," said the girl thoughtfully. "The place always seemed dingy to me but I thought that hardware stores were always that way." A long pause; "I wonder," she continued, eyeing the traveller intently, "if you could ship me on a lot of that modern stuff. I really think I could talk that nice old Mr. Hamsworth into advancing enough more money to buy the showcases."

"I will," promised White, impetuously, rashly, but gladly. "What's more, if you like, I'll come down to the store this evening and superintend a housecleaning bee."

The news that Rick Marlow's daughter had started to run the business soon got around. Young men about town acquired the habit of running in for little things—packages of tacks, hammers and so forth. Others came in out of curiosity to find how a woman would run a hardware store. They discovered that the whole place had been renovated and looked unusually attractive and clean. Then the stock seemed to contain a better variety of goods and strange to say, some distinctly modern lines were offered. The salesmen were animated with unprecedented energy. Altogether, business was picking up a little.

One morning on coming to the store, Grace paused in front, struck for the first time with the full enormity of the window displays. The windows were

(Continued on page 99.)



Marlow saw visions of an empty store and an early visit from the sheriff.

The Promoting of Sales by Proper Stock-taking

Splendid system used by the Cuzner Hardware Co., Ottawa, to keep track of stock—Book serves as a daily and invaluable reference—Lines needing attention are marked—Motor trucks for delivery serve to boost the volume of business.

"System in business is like food for horses or gas for motor trucks. You can't expect your horses to work without being fed, nor your trucks to run without gasoline. Neither can any individual, no matter what his personal ability, expect to build up a business without system."

Whether the man who handed down this maxim to his fellow men, was a hardware man or not makes little difference. The truth still applies, and is daily becoming more apparent.

In the Cuzner Hardware Co., Ottawa, Ont., several little systems of one kind or another have been worked out. The accompanying illustration shows a sheet from the stock book of this firm. This book is divided into five parts indexed as follows; Iron shed, cellar, store, first floor, and second floor. In brief there is a section of the book devoted to each section of the plant where stock is kept. In taking stock everything is entered according to its location in the store and stock sheets arranged in the stock book so as to place the different goods in alphabetical order —for example, B supplies under B, etc.

Though stock is taken only once a year this book, claims Mr. Cuzner, serves as a daily and invaluable reference. For example, on buying for another season, the quantity on hand at time of taking stock compared with quantity at time of buying gives an idea of the quantity to purchase for a coming season. Also without chasing all over the building a fair knowledge can be had of what is on hand to date.

Further after taking stock the book is used daily to find out what lines need to be pushed. By marking an X in the margin beside any goods in any of the stock rooms which should be in the store proper, and afterwards making a list of these goods, the dead stock is rapidly rounded up. "If a hardware man has no such system," states Mr. Cuzner, "he is continually finding some stock getting old and shop worn, lying idle upstairs, which might just as easily be turned into cash. Nor can he have any idea of the amount of this idle stock on hand because it is continually piling up on him without his knowledge.

A second system in connection with stock takes the form of a buyers' guide in card filing system. Here the names of the various sources of supply, manufacturers, jobbers, etc., are filed under the name of the goods. With this too is listed the quantity bought, price and date, so that all information is right on one card. In connection with this system Mr. Cuzner files away all business cards received from travellers, etc., as a source of ready reference.

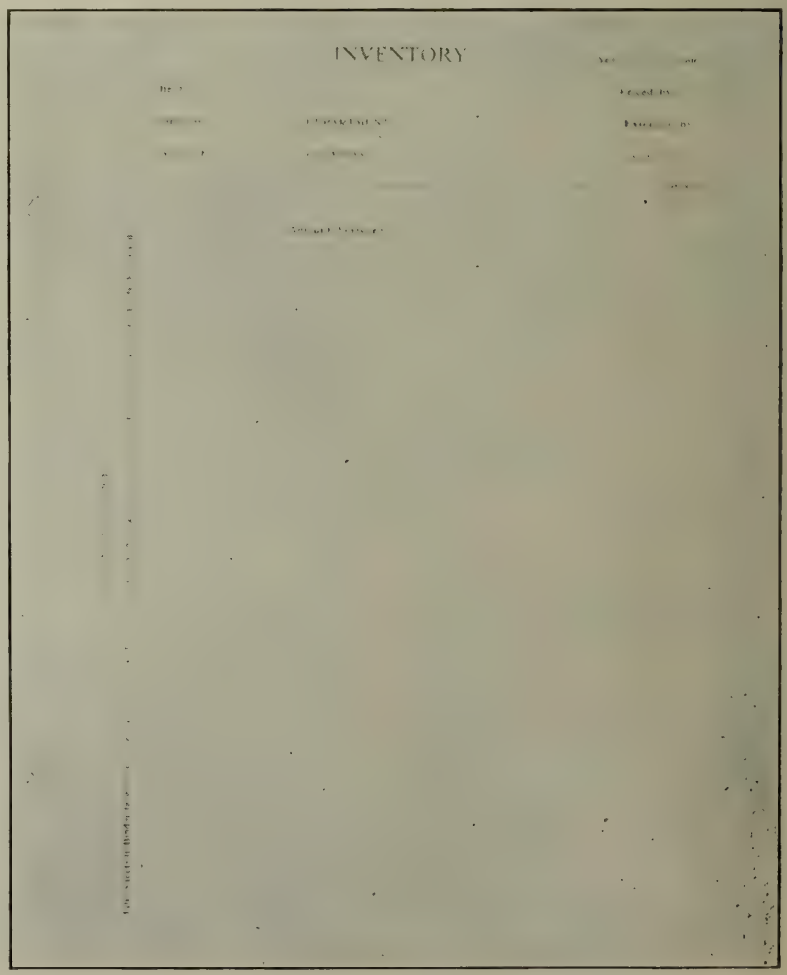
The accompanying double deposit slip is another idea worked out by the Cuzner Hardware for their convenience in dealing with their bank. Many big manufacturing concerns have adopted a somewhat similar idea but few retailers have followed up in this line. Here the name of each bank on which a cheque is made and the amount of each cheque separately is given. Thus when it comes to the clearing house all information is given right on the deposit slip. Both the bank and the depositor as well by keeping a duplicate, have also a ready reference, in case of any question arising later regarding the deposit.

The stamp shown on the side is self explanatory. By its use it becomes altogether unnecessary to endorse a cheque and thus is a convenient kink as a time-saver.

Use Motor Trucks.

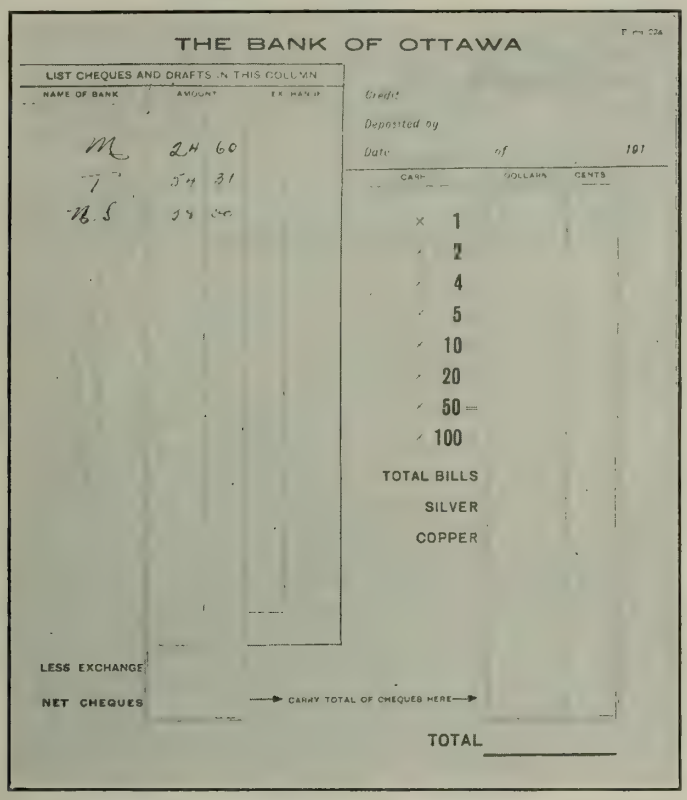
The Cuzner Hardware has been among the first to introduce delivery by motor truck.

Two trucks are kept, one with capacity of three tons which is used only for hauling heavy stuff to a job, carting freight from the freight sheds, etc. The second truck is one of lighter capacity used more for general delivery from the store. Though these are considered a heavy expense Mr. Cuzner regards it from the standpoint of prompt delivery and advertising. Should an order come



Form of inventory sheet used by the Cuzner Hardware Co.

for three lengths of 6-inch bar iron, he can have it in half an hour. With horse and rig one trip would be necessary for every bar. From an advertising standpoint the firm consider it worth at least


THE BANK OF OTTAWA

LIST CHEQUES AND DRAFTS IN THIS COLUMN

NAME OF BANK | AMOUNT | EX HANGE

Credit

Deposited by

Date of 191

CASH | DOLLARS | CENTS

× 1
2
4
5
10
20
50
100

TOTAL BILLS
SILVER
COPPER

LESS EXCHANGE
NET CHEQUES
CARRY TOTAL OF CHEQUES HERE
TOTAL

Banking forms used by Cuzner Hardware Co.

$300 per year. This is mainly owing to the comparative novelty of this style of delivery, and after a few years when motor trucks become more numerous in the hands of retailers, it is thought that this estimate will need to be reduced. Just for this reason, however, delivery by motor truck is being given greatest attention by this firm at the present time.

MILITANT MERCHANDISING.

(Continued from page 97.)

crammed full of articles of all descriptions, piled up in ungainly manner with no semblance of order and no attempt at attractiveness.

"They're very bad, Miss," said Jobling, the junior clerk, rather wistfully. "I've wanted Hawkins to let me try dressing the windows for some time. I think I could do better than that."

"We will just go at those windows this afternoon, Jobling," she said, decisively. "I think between the two of us we'll be able to make our displays sell goods for us."

The windows of the Marlow store became distinctly different from that time on. They were attractive and original. Neat price cards appeared with each article. As predicted, sales followed the display efforts of the new manager.

But business was not picking up sufficiently to suit the militant Miss Marlow. "We'll have to run this store on an aggressive plan," she said to herself. "As Mrs. Pankhurst says, you cannot let the world forget you for a minute if you want to win the cause and I guess it's the same with the retail hardware business. I'm not going to let the people of Youngsburg forget Marlow's hardware store for one minute."

Special sales were run, with inducements offered which made every woman in town, more or less, attend them. Sometimes a premium was offered to the first five customers purchasing a certain article. Advertisements were run in the newspapers which attracted attention for their originality, if not for their strict adherence to best advertising precepts.

One day she happened to be reading of a trick by which the English suffragettes had induced all the prominent people in England to read some of their literature. It had been sent out in envelopes stamped "on his Majesty's service," and people had started to peruse it before realizing what it was. "The very idea I've been looking for," she said. "I want to send a notice about our new line of aluminum ware to every woman in Youngsburg. but they would not read it if I sent out a notice in the old way."

Next day she purchased several hundred picture post cards and sent them out to the wives of all the store's best customers, each one addressed to the recipient and signed by the manager. Three or four hundred women had read about Marlow's aluminum ware that night before they realized that it was advertising matter that had been sent to them in this new way. The stock of aluminum ware was cleared right out in a few days.

Fred White dropped in every week or so and many of the merchandising ideas were his. He became almost a silent partner in the business. When anything was done that he disapproved of, he did not hesitate to say so. Accordingly one day when he happened in and saw a big sign, "Votes for Women," hanging above the office, he did not hesitate to voice his condemnation.

"You can't mix fads with business," he said, reaching over and pulling the sign down.

"Fads!" exclaimed Miss Marlow. And it was the way she said it! "Don't you believe in the cause?"

"No!" said White, decidedly. "Woman's place is in the home. She shouldn't mix up in politics."

"Or in business?" asked the girl with ominous calm. "Perhaps you think I should be at home instead of running this store."

"Yes," responded White, eagerly, "if I were allowed to pick out whose home it was to be."

"Thanks," said the girl, frigidly. "I would rather sell saucepans than scour them. I have been sending out these bills with every parcel. Any objection to them ——— Mr. White?"

She handed him a small folder which contained on one side some advertising matter for Marlow's hardware store and on the other the magic words, "Vote for Women."

"I certainly have," asserted White. He picked up the whole pile of bills and threw them in the waste basket. "You'll antagonize your customers."

"You are setting me a good example in that," said the girl. "You have antagonized one customer. Just cancel that last order, Mr. White."

"Look here ——" began the dumbfounded salesman.

"Good day," said the girl.

White jammed his hat on his head and strode angrily out of the place. "He'll come back," said Grace, to herself. But he didn't.

Two weeks later, another man dropped into the store and announced himself as the new representative of the Superior Co.

(Continued on page 151.)

HARDWARE AND METAL

Vol. XXV. No. 34 Toronto, Canada, August 23, 1913 Two Dollars per Year

SALES PROMOTION.

A MAN goes into business to get what he can out of it. There may be other motives, such as a peculiar aptness and liking for the work, but the one idea which a man has when he enters the field of business, putting himself against others similarly engaged, is to gain a livelihood and ultimately a competence. Thus the whole aim and object of the retail merchant is to make a profit out of his store. It is this motive which guides him in his dealings. If for no other reason than this, he deals fairly with his customers and endeavors to give them the best of attention and service because he realizes that in no other way can profits be secured.

Thus the promotion of sales is the object which the retail merchant has before him at all times. His efforts are directed toward that one end. Everything which is done in the store, or left undone, has its direct bearing on the amount of business that comes to the store. Recognizing the importance of the problems of sales promotion, Hardware and Metal has devoted the contents of this number to a consideration of them. A number of articles are presented dealing chiefly with the methods that progressive hardwaremen in Canada have adopted—ideas which have been listed in the crucible of practical application and found productive. One article tells how a prominent hardware firm keep their sales staff on a basis of efficiency by a point system which enables them to fix the value of each individual member. Another tells how a firm in a large city have built up a large trade almost entirely with transients—a story, consequently, of brilliant efficiency in display methods. All these articles have thus points of interest and above all else they are distinctly practical. They quote actual experiences and tell of systems which are being worked out daily. Mere theorizing on retailing methods of a purely problematical character will not be found.

BRINGING IN THE SHEAVES.

C. W. JEFFREYS has become one of the best known of Canadian artists and it is doubtful if he has ever done work more typical and true to life than the series of Canadian scenes which he has painted for the front covers of the special numbers of Hardware and Metal. In these pictures, Mr. Jeffreys has been giving scenes of Western life, striking pages from the book of an almost miraculous national development. Readers of Hardware and Metal will remember them all. Many will have them all framed or preserved, so that it will not be necessary to enumerate any of the phases of Canadian life which have been treated in the past. With the present number, another typical Western scene is presented, a worthy addition to the series and, in some respects, the best of them all.

"Bringing in the sheaves," is the title which would probably best fit this picture. It represents a centre for grain storage in the Fall of the year when the Western farmer brings in the result of his year's toil. The scene is distinctly typical—oxen, horses and traction engines mingled together, all on the same errand and representing as it were, the past, present and future of agricultural transportation methods. There is an atmosphere of bustle and confusion and over it all one seems to see optimism radiating from every line—the cheerfulness which must pervade such a scene, where men join in the culmination of a successful year's work.

The picture is particularly appropriate for the present year, when crop prospects are so bright and, further, when good crops are so necessary. The scene that Mr. Jeffreys has so graphically depicted will be enacted around all grain elevators this fall; and with the storage of the grain will begin a new era of prosperity.

FOLLOW THE MARKETS.

THE MARKET reports of Hardware and Metal have always been of the strongest holds that the paper has had on its readers. Every effort has been made to keep the market pages right up to the minute and to have correct forecasts of price developments. An evidence of the value these reports are to retailers was supplied during the past two weeks. In the Aug. 9 issue, an advance in linseed oil was predicted. A despatch printed from Montreal read as follows:

> "Linseed oil still continues to be sold at 60 and 63 cents for single barrel lots in raw and boiled respectively, but will continue at that figure only so long as dealers here refuse all to agree to an advance. There is a general feeling that prices should be higher. There has been a good crop at growing centres, but this has all been absorbed so that dealers state they cannot buy oil ahead any cheaper than for immediate delivery. In addition demand locally for oil is very heavy so that it would appear now only a matter of time until the advance considered justifiable should be made."

In the Aug. 16 issue notice was given of a three-cent advance in the price of linseed oil, a direct vindication of the prediction of the previous week.

Dealers who read the warning given in Hardware and Metal and who, acting upon it, bought a supply of oil, will have found the "tip" a most valuable one.

EFFICIENCY IN SALESMANSHIP.

THE OLD saying that goods well bought are half sold has a large share of truth. But still it is not difficult to imagine conditions where goods which had been bought on the most advantageous basis would never sell.

The fact of the matter is that the presence of a good salesman is fully as important as the advantages of having secured the goods on the best terms. Splendid value alone will not sell goods unless there is someone there to demonstrate the value. Neither for that matter will a good salesman be able to create business unless the goods he offers have the value. Both sides of the proposition are of the same importance and both are quite indispensible.

The maintenance of a thoroughly efficient sales staff is, therefore, a problem which every dealer must face. If a merchant can keep his salesman up to the mark, he need not worry about his volume of business. On the other hand, the merchant who does not maintain a high standard will not get far ahead, no matter how well equipped he may be in other respects and how energetic his methods in every other way.

The first step in maintaining efficiency on the sales staff is to carefully watch the matter of appointments. Shrewd selection and rejection of applicants will help more than any other single factor. Having good material to work on in the first place is the prime necessity. With good material, careful training will develop a competent staff.

An important point is to see that the salesmen become "hardwaremen" in the real sense of the word, that they get to know the stock and acquire a knowledge of every line carried.

STUDY THE ADVERTISING.

This issue of Hardware and Metal contains many pages of advertising matter in which the careful hardware buyer is interested. Many of the largest wholesale and retail hardware firms readily admit that they have secured their best selling and most profitable lines through the medium of their trade journal.

Several hundred lines of goods are here represented. Many of the lines are entirely new. New lines are constantly being added to the products of the manufacturers. If you secure one new line by looking through this number you will be well repaid for the time you have expended ,but among an array of merchandise, such as is here represented there are sure to be many lines new to the hardware buyer and in which he should be interested. Be sure and investigate this number. Other wholesalers and retailers have made money out of previous issues of Hardware and Metal and they will again make money out of this issue. See that you get your share of the excellent opportunities presented to you in this, our Annual Fall Number.

THE HARDWAREMAN AND THE FALL FAIR.

The fall-fair season is again with us and the smaller towns and cities in all parts of Canada will in all probability conduct fall fairs between now and the end of October. These local fairs create a great deal of interest among the farmers located in the districts where the fairs are held and the farmers almost without exception take a pride in their fall exhibition. It is true that many of the country fairs are small in comparison with the fairs in the larger cities, but nevertheless, they are dear to the hearts of the farmer. Many of the farmers are members of the fair board and it is not uncommon at this season of the year for the hardware merchants to receive many visits from deputations asking for contributions of cash or merchandise to be used as prizes. To many merchants the solicitation of prizes from them appears unjust. On the other hand there are merchants who claim that they benefit by the contributions, and although as a general rule they do not get direct results, they claim that during the course of a year they are well repaid for the small amounts donated to the county or township fair. To dealers the only return they appear to get is the satisfaction of having their name appear on the fair programme. Whether the claims for donations are just or unjust is a question that must be decided by the merchant. The dealer should remember, however, that farmers as a general rule are very clannish and if the fair in which they take the greatest pride is slighted or overlooked by a merchant they are liable in some cases to take their trade to another store.

It is not an absolute necessity for a merchant to spend a large sum of money in order to show that he takes an interest in the farmer's fair. The presence of the merchant or one of his clerks at the fair will often make more friends and bring more business than a large expenditure. Several hardware merchants have tried out this plan during the past few years and have obtained excellent results. They still give small donations as special prizes, but they also attend the fairs and mix freely with the farmers. One merchant sends a clerk each year to the fairs in the vicinity and each farmer is presented with a three-foot yard-stick. Individually they do not appear to be very large donations, but it is really surprising the number of farmers who visit the dealers store to thank him for the ruler. Many of the farmers do not come in for two or three weeks after the fair, but they visit the dealer the first time they are in town after the fair. This goes to show that the farmer appreciates small donations as well as large ones. Another dealer has gained a wide acquaintance among the farmers in his locality by simply being present at their fall fairs and getting one or two influential farmers to take him around and introduce him to the visiting farmers.

Exhibits arranged by hardware dealers are not uncommon at some of the fairs and the dealers report that the farmers always appear to be interested in the lines exhibited and the names of many prospective purchasers are often obtained in this manner.

PAYING ACCOUNTS PROMPTLY.

It is good business for the merchant to always keep the decks clear as far as paying accounts due is concerned. If he includes this among his policies he is going to make himself a better merchant. Every good merchant insists on paying his bills when they fall due, and because of his policy in this respect he insists on getting his own money promptly. This keeps the business on a good, sound basis always, improves his credit standing, and gives him a reputation for straight business dealings among all his associates.

It is of frequent occurrence to hear of farmers ask their hardwareman to wait for his money so that they need not take it out of the bank where it is drawing interest. This is sometimes true even of well-to-do merchants. They hold off their creditors just as long as possible, thinking they are saving money and improving their standing. The fact, however, should not be overlooked that their ratings among commercial agencies, and their reputation among the business men with whom they deal, always suffer under such conditions.

But the strongest argument for the payment of accounts promptly, is that it keeps the dealer on the move getting in his own money, thus cutting down outstanding accounts to a minimum.

POINTED EDITORIALS.

As the Philistine has it, the modern romance finds its climax in a balance sheet.

* * *

A good definition of the word "competent" is: "The ability to cooperate with other people."

* * *

Business has shown such undeniable signs of improvement that the last pessimist has taken to the woods.

* * *

Old Sol has been a welcome visitor this year but there have been times of late when it seemed that he was outstaying his welcome.

* * *

The western retailer of thirty or forty years ago had to possess the strength and instinct of the explorer as well as the requisite knowledge of merchandising.

* * *

The promoting of sales is not a mere question of featuring a salable line of goods. Behind all sales campaigns must be a reputation for fair dealing and good service.

* * *

The departmental stores base their sales plans on the wide experience of the experts in charge of their various departments. Retailers can learn much from studying the methods of the big stores.

* * *

A cartoon published in another part of this issue gives a good explanation of the unstable financial conditions. Currency is shown as a "toper" who has spent his time hobnobbing with "speculative interests" at the bar of frenzied finance. If currency can be persuaded to keep away, a rapid "sobering up" should be the result.

* * *

Ten little flies
All in a line;
One got a swat!
Then there were * * * * * * * * * *

Nine little flies
Grimly sedate,
Licking their chops—
Swat! There were * * * * * * * * *

Eight little flies
Raising some more—
Swat! Swat! Swat! Swat
Then there were * * * *

Four little flies
Colored green-blue;
Swat (Ain't it easy?)
Then there were * *

Two little flies
Dodged the civilian—
Early next day
There were a million.

A Message from the President

To the members of the Ontario Retail Hardware and Stove Dealers' Association:

Since the convention in February at Hamilton, your officers have felt encouraged to pursue the work with greater zest than ever before. The enthusiasm shown at Hamilton was such that any doubts on the score of the value of such gatherings were completely dispelled.

A meeting of the Advisory Board of the O.R.H. & S.D.A. was held at Hamilton on Wednesday, August 13. All members were present and the situation was thoroughly discussed. It was decided to make the 1914 convention more practical than any of the gatherings in the past have been. More time will be devoted to real convention work; that is, to the discussion of topics of real interest to the trade. Some interesting papers will be prepared by prominent members, to be read at the convention. This will open the way for discussions on trade topics. The papers will be along timely lines and the members, to whom will be allotted the task of preparing them, can be counted upon to get together valuable data. Altogether, from an educational standpoint the convention at Ottawa will far exceed any former gathering.

H. OCCOMORE.

The arrangements made by the officers of the Manufacturers Association are very complete. We feel that it now rests with the hardwardmen of Ontario to rally to the support of their association and make the Ottawa meeting a red letter event in hardware annals.

I would like to see the members take advantage at once of the offer made in a recent issue of Hardware and Metal and secure accommodation for "Hardware week" at once. The rates secured are most exceptionally low and no one can afford to miss the opportunity to take advantage of them. By making reservation now, members will insure themselves of splendid accommodation—something which will not be easy to arrange if left until later, as it is expected that at least 1200 people connected with the hardware trade will be in attendance. Also I would like to see members induce fellow hardwaremen and stove dealers to join with them; not forgetting to bring the ladies along, as special arrangements are being made for their benefit.

H. Occomore

Business Outlook is Bright in Canada

Conditions during year have been good in hardware trade, slowness of collections being the one deterrent feature—Manufacturers and jobbers have been busy, and retailers have found trade good—Influx of immigration a favorable sign. Prospects for future are bright, despite financial tightness—Good crops will bring back prosperity in bountiful measure

The Montreal Star's view of the financial situation. The money tightness may be a blessing in disguise.

In the following article a brief summary of business conditions, past and present and prospective conditions for the future are described. Hardware and Metal sees no reason why business men in Canada should be gloomy over the outlook. There has been an undoubted turn for the better and with a splendid crop practically assured, the fall should see the country in fully as good a position as in the fall of 1911.—*Editor.*

THE year 1913 will go down in history as a period of extreme uncertainty. Not only has the situation in the Balkans kept the pot of international politics boiling and the political situation in most countries been disturbed by events of deep significance but the commercial outlook has been tinged with extreme uncertainty. The latter condition has bee nfelt more or less in all civilized countries, owing to financial tightness caused by the war. It has perhaps been felt most in Canada where local conditions have combined to bring the financial tightness to an acute stage. Canada's troubles during the past six months have been the result, paradoxically enough, of too much prosperity. Efforts made by the over-sanguine and the speculative to make national progress exceed the speed limit, by the popular methods of value inflation and real estate gambling, left the country financially exhausted. Too much money had been tied up in land and in enterprises from which it could not be withdrawn. The result was that the banks suddenly felt the need of conserving their resources and credit lines were drawn in closer. As the inevitable, concomitant, money became scarce and not a few enterprises felt the pinch. The financial tightness still obtains and will continue for some time.

And yet behind it all, the uncheckable prosperity of the country has been felt. The manufacturers have been turning out the goods, the retailers have been selling. With so much building going on (the amount of building done has been large despite curtailment) and immigrants pouring in by the thousands daily, it would require nothing short of a world-wide financial panic to bring about a condition of hard times. It now seems certain that the underlying soundness of business conditions throughout the country, will bring about the righting of financial conditions.

It is generally felt that the fall will see a definite turn in business. The crops will be the determining factor. If Mother Earth's yield is good, prosperity will return in undivided measure; if the yield is not up to expectations, conditions may quite possibly take a turn for the worse. There would be nothing to check the rampant pessimism which always makes itself felt when affairs become strained and which plays such a big part in bringing about "hard times" if the crop turned out poor.

Fortunately there is little or no reason to anticipate such a contingency. All reports to date have been most favorable. Crops in all sections of the country are good; in fact, from many localities is heard the confident claim of a bumper showing. All that could prevent the reaping of a bountiful harvest now would be an unprecedented spell of unfavorable weather. The farmers for the most part have ceased worrying.

Such seems to be a safe review of general conditions. Referring to the hardware trade alone, it is safe to assert that conditions to date have been better than in other lines and the outlook is most promising. There have been some complaints heard from manufacturers but these have been based on the slowness of collections rather than on the volume of business. Jobbers have been doing well on the whole, although the slowness of collections has again been seriously hampering conditions. Reports from retailers are uniformly good. From all points in the East statements come of increased business. Some have not done so well in the West but this condition is far from general.

Financial Improvement Coming.

Dealing with the financial side of the question, the Financial Post says:

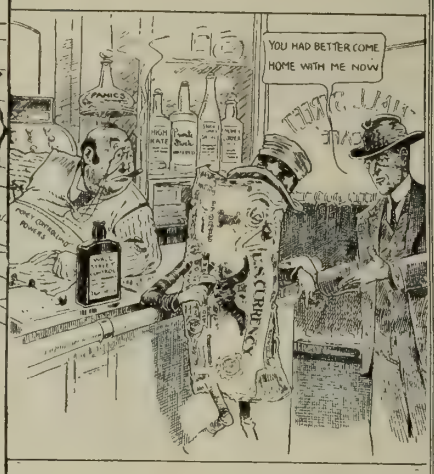
Now that the worst phases of the

A BIG INCREASE.

A hardware jobber writes to Hardware and Metal:

"We have had an increase every month this year over the same month last year. The increases have been satisfactorily large and could have been larger. We see no reason to anticipate any change for the worse now."

Why business is dull in stocks — Ketten, in New York World.



A partizan view of the U.S. Currency Bill, which, nevertheless gives a side line on the reason for financial uncertainty.

Is Mars going to continue the world-wide financial uncertainty by starting activities in another quarter. —Murphy in San Francisco Call.

Balkan troubles are apparently over there is little doubt that a much better feeling will speedily exist and that capital and credit will soon be flowing in more normal volume. This is notwithstanding the fact that the aftermath of the war in the way of financing and reconstruction has still to be reckoned with by the various states concerned.

There is another reason also why there should be a better situation before long in money. The Post pointed out some eighteen months ago the fact that money would probably tighten noticeably in Canada because of the world-wide expansion of trade. The

(Continued on page 115.)

A WELCOME VISITOR.

The Canadian farmers have welcomed Old Sol this summer. His visits bring prosperity.

IS THIS THE REASON.

Rather to be expected that the world would have a scare in a "13" year.—Ireland in Cleveland Despatch.

Collection of Ancient Weapons

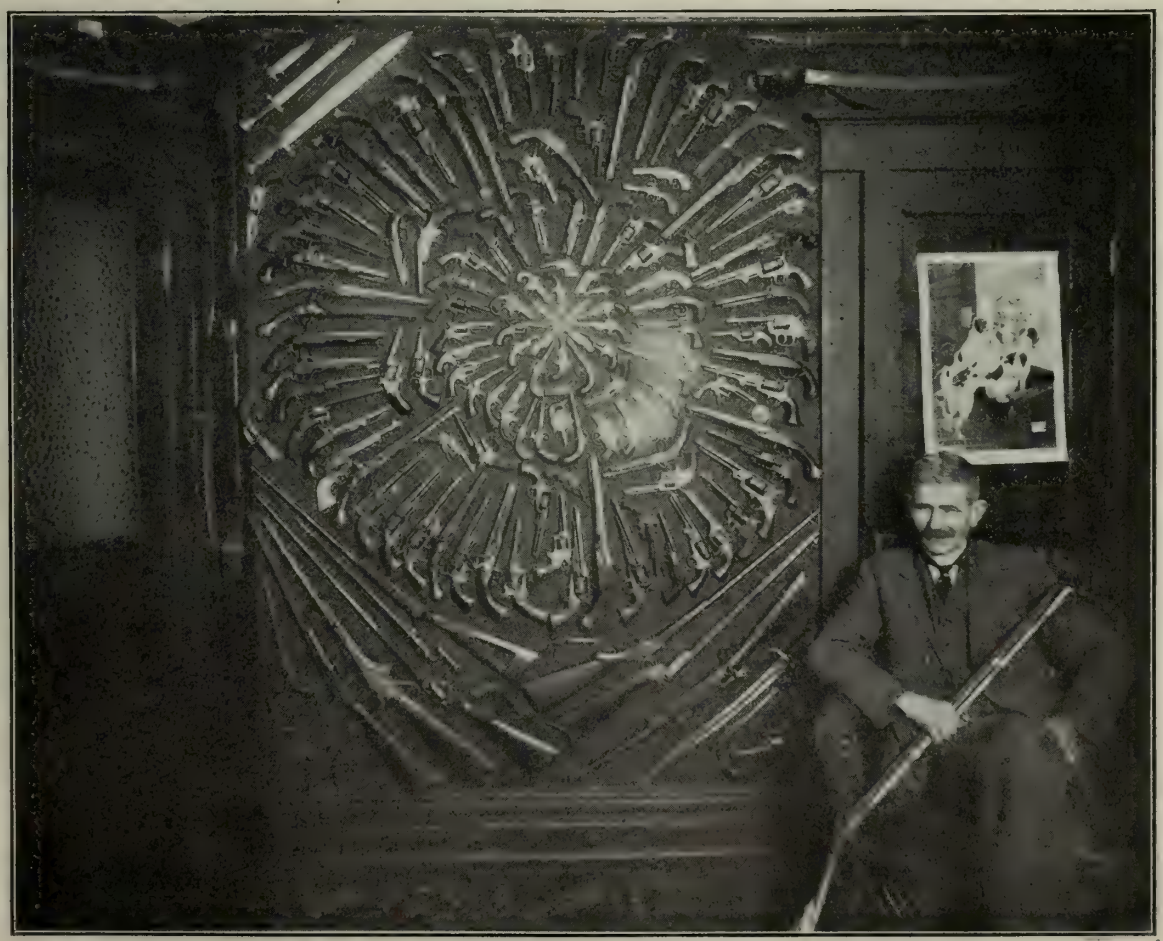
Carbines of piratical days, gold-inlaid rifles used by Bedouins in desert forays of a century past, strange weapons from mysterious Oriental sources, clumsy contrivances which marked the first use of ideas since perfected, all gathered together in the den of an Ontario hardware manufacturer.

Written for Hardware and Metal by S. L. Doolittle, President of the St. Mary's Wood Specialty Co.

A corner of Mr. Doolittle's "den," showing rifles with bayonets.

I HAVE always been able to handle and care for a rifle, having been brought up on a farm. In my boyhood days, my father initiated me into the ways of handling firearms and so I have been fond of hunting and of the "implements of the chase" ever since. Some fifteen or twenty years ago, I conceived the idea of making a collection of firearms which would include specimens from every country and of every age, the kind of collection which a sportsman would delight to have around him. During the years which have elapsed, I have been slowly but surely collecting odd, old and quaint weapons; and to-day have a collection which, I believe is quite unique. My business relations with so many customers both in Canada and the United States, who handle weapons, has made it possible for me, by unremitting efforts, to get this interesting collection together. A description of some of the pieces that I now have in my possession, will doubtless be of interest.

One of the most prized pieces in my collection is a flint-lock musket, complete with bayonet, and in fine condition, which was captured at the battle of the Pyramids in Egypt in 1798. A pair of guns that I prize highly formed part of the Oriental collection of old weapons, displayed at the World's Fair at Chicago in 1893. One is a Bedouin gun, the other a Berber. They are ela-



A view of the den of Mr. Doolittle, showing his unique collection of pistols and revolvers.

borately ornamented after the manner of the East and Arabic characters are inlaid on the barrels. I have never been able to get the writing fully translated. Doubtless some interesting fact in the history of these ancient firearms would be disclosed if the characters could be deciphered. Among other pieces in my possession are the following:—

Two flintlock blunderbusses from India, one of very ornate design, the other a larger one, with cannon-shaped bell mouth.

A rifle of Persian manufacture inlaid with ivory.

A pistol from China, with a silver dragon beautifully inlaid in the barrel.

Duelling pistols from France, Spain, England and the United States.

Pistols used by brigands, marauders and assassins in Turkey, Egypt and the Orient.

Revolvers and pistols used in the Civil War in the United States, sometimes with the name of the owner and the regiment cut into the stock. These pieces show every evidence of having seen very strenuous service.

A Brown Bess flintlock musket, with which the British army were equipped over 100 years ago.

A Queen Anne of somewhat earlier date.

The evolution of the firearms is a study of deepest interest and I have spent many pleasant hours examining and tracing back the gradual stages in the development of the modern rifle. Many of the stages are shown in my collection, which contains ancient pieces, showing the first use of ideas which have now been perfected. I have a Harper's Ferry rifle, made in 1804, with octagon bore and in fine condition. I have also a Kentucky sporting rifle, with its long curly maple stock, running the full length and its slim, graceful lines, fancy brass patch box in stock, etc.. An odd specimen is a repeating shotgun, that has a cylinder containing four steel shells, fired by percussion — a most quaint mechanism. A revolving rifle (six shots) has a cylinder which must be tripped and turned by hand. The collection includes pepper box revolving pistols, 3-4-5 and 6 shots, with over and under hammers, folding triggers, etc.; pistols from the tinest vest pocket pistol to the heavy brass-knob butted cavalry horse pistols, that make a formidable weapon as a club after being fired; single and double-barrelled flintlock pistols with brass barrels. All these show the beginnings of ideas which have gone into the perfecting of the very efficient weapons of to-day.

I have a thunderbolt rifle, invented by the late Capt. Howard of Gatling gun fame, whose heroic work in the North-West Rebellion and whose subsequent tragic death in South Africa are matters of history. This unique rifle loads underneath the barrel. One of the most elaborate is a Swiss target rifle, which was at Utrecht, in the heart of what was once the battleground of Europe. It is of elaborate workmanship with gold inlay in the barrel, fancy sights and an elaborately carved butt stock, showing deer lying down in foliage.

A forerunner of the Winchester repeater is included in the form of a "Volcanic Repeating" pistol which fires a sort of cartridge, consisting of a hollow conical bullet, enclosing the powder charge and a disc containing a primer sheet in the powder. When fired, everything went out, no shell being left to extract. These explosive bullets

(Continued on page 113.)

Another view of Mr. Doouttle's collect ion, showing rifles, carbines, etc.

Warriner's Staff

It is a trite saying that a salesman must thoroughly know the goods he is offering for sale. While the truth of it is recognized, the fact remains that comparatively few salesmen take the trouble to inform themselves on the lines they handle every day. A hardwareman should know all about what he is called upon to sell. If it is a stove, he should be able to explain exactly how it should be operated; if necessary, how it is made, where it differs from others and so on. The following story is told because it demonstrated the need for a practically informed staff.—Editor.

IF you were a whole lot better salesman than you are, you'd be almost worth half the salary you're getting now. Give you two dollars a week more! You won't be worth that much ten years from now," declared Cy Warriner, savagely.

"Then I'll quit," declared the clerk.

"I should worry," chuckled Cy, and waddled back slowly to the office.

Perched high on his office stool, Cy started work on the ledger, but he was not so engrossed in his occupation that he failed to see anything that was going on in the store. He watched his staff—a remarkably juvenile one—with a pair of keen eyes, which seemed to perceive every nickel changing hands, and his little ears were pricked up to catch every sound.

Cy Warriner's policy had always been to keep a cheap staff. He disbelieved on general principles in giving big salaries. That any man could be worth more than $15 a week to him was something which Cy could not comprehend. When one of his clerks reached the stage where he demanded a good salary Cy promptly let him go and put on another junior at anywhere from $3 to $3.75 a week. Numerous changes had been occurring recently, and the staff as now constituted was made up almost entirely of juniors. There was not a clerk in the place who knew enough about hardware to hold a job in a good store; but then the weekly payroll did not exceed $35, and in the opinion of the proprietor this covered a multitude of sins, resulting from the ignorance of the staff.

The previous week had seen the departure of Alf. Burgar, the dean of the Warriner staff. By virtue of the fact that he had been with the business, man and boy, for seventeen years, Burgar had at last earned the magnificent salary of fifteen per week. Then a most unexpected thing had happened. Burgar had been what is generally termed a confirmed old bachelor. He was a slow, easy-going fellow, near-sighted, and with a decided tendency toward embonpoint. He had about as much sentiment in his make up as a superannuated lamp-post. But when Dan Cupid starts shooting his arrows around promiscuous, he sometimes hits the queerest targets. A little girl with red hair looked mischievously at fat, owl-eyed Burgar one day; and Burgar, falling with a rapidity accelerated by his long years of immunity from the tender passion, was soon floundering hopelessly in the net. Contemplating matrimony, he applied for a raise. Warriner promptly, emphatically, even profanely, voiced his opinion of anyone who could have the effrontery to expect more than $15 a week. Burgar quit and found a position elsewhere.

Although he refused to acknowledge it even to himself, Warriner had half felt ever since that he was hovering on the brink of a precipice. Burgar had been the practical man of the establishment. He had done the bulk of the buying, had figured on contracts, and had directed the untried, inexperienced sales staff. What Cy himself did not know about the business would make up an almost complete manual on retail hardware. With Alf. Burgar gone, he resembled nothing so much as a building from which the foundation has been forcibly yanked away.

Turning to the afternoon mail, Cy found a letter from a local architect asking him to put in a figure for the hardware in a large office building which was to be erected in town. A stevedore confronted with the problem of construing a passage from Virgil had as much chance of acquitting himself with credit as Cy had of figuring on that tender. If Alf. hadn't got so swell-headed," he muttered to himself.

An interruption occurred at the front of the store at this instant. An old customer, who had always before been waited on by Burgar, had been trying to get one of the most wooden of the clerks to comprehend his needs. Finally, giving it up in despair, he tramped down to the office.

"Accept my congratulations, Cy," he said, "your skill at picking out boneheads amounts to a positive genius. If there's a stupid, sap-headed dolt in town you don't give anyone else a chance. You go right out and get him. Your collection of ivory is incomparable. Good day, Cy. You won't see me again."

"Hold on! What's the matter?" called Warriner, greatly perturbed.

"Burgar was the only man who redeemed this establishment," said the irate customer, halting for a moment. "I advise you to get him back if you want to stay in business." And out he went.

"Hanged if I will!" growled Warriner. "No old grouch like Hank Dalton will force me into paying cabinet ministers' salaries to hardware clerks. Why," he muttered, with a sense of injury, "I was paying that Burgar a whale of a salary. When I was a clerk anyone who got fifteen dollars a week was next door to a millionaire.

One of the clerks approached the office, diffidently. "We're out of sash fasteners, Mr. Warriner," he said, "and there's a customer here wanting some repair parts for a reaper. We haven't the numbers in stock."

"Why haven't we?" demanded Warriner. "Why didn't you find out about these shortages before?"

"I told you about the sash fasteners a week ago," said the clerk. "The stock is in rather bad shape just at present. We're running out of a lot of lines."

"Is that so," said Warriner. "Well, there will be some shortages in the staff if we don't hear about these things sooner."

Half an hour after the representative of the stove manufacturer, whose line

was handled in the store, dropped in. He was greeted with a stony stare.

"I suppose," said Johnson, the traveller, in his most genial tone, "that you have a long list for me this trip?"

"I have not," said Warriner. "I haven't sold a stove since you were around last time. I'm going to take on another line as soon as I get rid of this junk of yours that I've still got on my hands. It'll take about five years to sell it up," he said, sarcastically.

"To what do you attribute your lack of sales?" asked Johnson.

"To the poorness of the article we have been offering for sale," said Warriner, thumping his desk. "I am thoroughly convinced that the stove you make does not appeal to the public."

"Were you stating facts when you said you hadn't made a single sale?" asked Johnson, studying the merchant, intently. "Or was it just a figure of speech, an exaggeration?"

"It's an absolute fact," said Warriner. "I'll let you go through our books."

"Then," said Johnson, "it's time we got down to cases. We haven't been quite satisfied with the handling of our agency in this town for some time. You know as well as I do that there is no better line than ours on the market. If you are not selling stoves the fault is not with the stove. It's with you. I'm going to find out what's the matter."

"Will you take these stoves off my hands?" asked Warriner.

"Perhaps," said Johnson. "Now, look here, Mr. Warriner, do you want to retain our agency, or did you mean what you said?"

"What are you driving at?" demanded Warriner, truculently.

"I want to know if you are desirous of continuing as our agent in this district. If you are, we may be able to arrange to make no change. But in such a case we will certainly expect better results. This district is good, or should be good, for a heavy trade. What do you say?"

"It is not wise to change a line which you have handled for years," began Warriner.

"Very well," cut in Johnson. "Now I'm going to make some investigations. I believe the fault is that your staff are not up to handling stove sales. They don't look particularly competent to me. I'd like to have a chance to talk to them."

The result of his examination into the capabilities of the salesmen was the disclosure of a most appalling ignorance on their part. Johnson took them one by one, and, acting the role of customer himself, had them give him a selling talk on the merits of the stove.

"You haven't a clerk that could sell me a stove if I were at the North Pole with nothing but a suit of pyjamas on my back," he told Warriner after it was all over. "I've found out why you haven't been selling stoves. It takes a salesman to sell stoves. You'll pardon me if I talk straight and candid, but really it's time you got some first-class men in here. It would cost you money, but you'd certainly get it back."

"This business isn't large enough to carry big salaries, let me tell you that, young man," declared Warriner, with emphasis. "I find it hard enough to make a profit myself without giving it all away to a parcel of young dudes."

"A good salesman is a good investment," declared Johnson. "I tell you, Warriner, you can't sell unless you know the goods you are selling. Now, you haven't a man in the place who knows anything about hardware. How can you expect to get results from the gang of incompetents that you have here?"

Johnson took them one by one.

Warriner opened his mouth to protest volubly, and probably, as he was getting hot under the collar at the criticisms offered so freely by the travelling man, to tell him to travel Tophetward. But Johnson did not give him a chance, plunging right on.

"I have an hour or two to spare," he said. "Just let me get down there in the store. I don't claim to be a Sam Slick brought up to date, but I do know a little about salesmanship. If I can't sell as much in the two hours as any man on your staff has sold all day I'll send in my resignation to headquarters and inform them that they're losing nothing at all."

As luck would have it a customer came in on the hunt for a cheap gas stove. Johnson handled the case with such dexterity that the woman departed with a receipt for first payment on a $48 article.

Johnson handed the money over to the proprietor, with an I-told-you-so smile. "I think I couldn't put in my time better than by staying here overnight, Mr. Warriner," he said. "Give me a list of some of the people who have called here looking at stoves in the last month and I'll hunt 'em up to-night and see what I can do."

Johnson spent the evening making calls on the prospect list that the hardwareman gave him. Next morning he was at the store by appointment to meet two of the parties he had called upon. And sales resulted in both cases. As the last party left the store, Johnson walked over to the office.

"I really think it would pay you to consider this staff matter," he said. "Every place I called last night I heard complaints about the kind of service you give here. One man told me that he could never get what he wanted at your store, and that the last time he came in he waited twenty minutes before anyone came near him. Without exception, they all swore they were never coming back again. Honestly, I think the situation is pretty serious, Mr. Warriner. I told several of the parties —to sort of smooth them over—that Burgar was coming back, and that you intended to get on some other men."

Warriner looked worried. "Sales have been falling off," he confessed, "but—you can't convince me that a clerk is ever worth more than $15 a week. And very few are worth that."

When a man is set in his opinions—and Warriner was most uncommonly "sot"—it takes a long time for him to change his views. For a couple of months after Johnson left Warriner let things run along in the same old rut. Things went from bad to worse. Not being well enough versed to buy properly, he failed to keep the stock sorted up. There was a continual succession of shortages. Customers got the "just out" excuse oftener than is good for the welfare of any store. The staff members, having no one to direct them, did not improve any. It soon became a by-word that one could never get what was wanted at Warriner's. Complaints became a daily occurrence. Old customers dropped off by the score.

Cy finally wakened up to find that his business was falling into a condition, if not exactly comatose, at least verging on what might be termed "innocuous desuetude." Profits were chiefly conspicuous by their absence. He became

(Continued on page 113.)

A Well Laid-Out Hardware Warehouse

Creeper and Griffin, of Owen Sound, have large space at rear of store for storage facilities and for shipping goods—Separate room for cement a good feature—Oils also kept in separate department —The advantages of good warehouse facilities.

HAPPY is the hardware merchant who is the possessor of a roomy warehouse. One of the greatest handicaps to any hardware merchant is the lack of space in which to properly display or store his merchandise. A rear entrance to a store is also a valuable asset, especially where incoming merchandise may be unloaded or where farmers may drive up with their vehicles and load on their purchases.

To have all merchandise in one large warehouse rather than scattered around in several small ones is also a great convenience. A great saving in time is accomplished where an order can be taken, put up, checked and delivered from the rear door of a building without the necessity of employees leaving the building. A large amount of time is also saved in receiving shipments of new goods when the drays can drive up to the rear door of the warehouse and promptly unload the wares with which they are loaded.

With plenty of warehouse room it is also possible to keep the merchandise in a well arranged and orderly condition and prevent deterioration in the value of the goods through damage occasioned by overcrowding, or clean goods coming in contact with oils, cements, dry colors, etc.

The accompanying plan shows the lay-out of Creeper & Griffin's hardware warehouse in Owen Sound. This warehouse adjoins the main store. The length of the store and warehouse is 172 feet, and about 125 feet is occupied by the warehouse. At the rear of the warehouse, as shown in the plan, a platform is built and is used for loading and unloading merchandise. Farmers drive up to this rear entrance and load on their twine, wire, nails, cement or whatever other goods they may have purchased. This is appreciated by the farmers, for the majority of them do not care to have their teams standing on the front street, where there is considerable traffic and where runaways are not infrequent.

Immediately to the right of the rear entrance is the cement room. This room is partitioned off and is boarded and sheeted, which prevents dust from escaping and causing other goods in the warehouse to become dusty. A separate room also protects the cement from dampness, and there is no danger of the sacks becoming damaged or torn from bundles of wire or other goods being rolled against them. This room is located near the rear entrance, where the cement can be loaded or unloaded without having to carry or truck it any great distance. Twine and nails are also kept along this side of the warehouse.

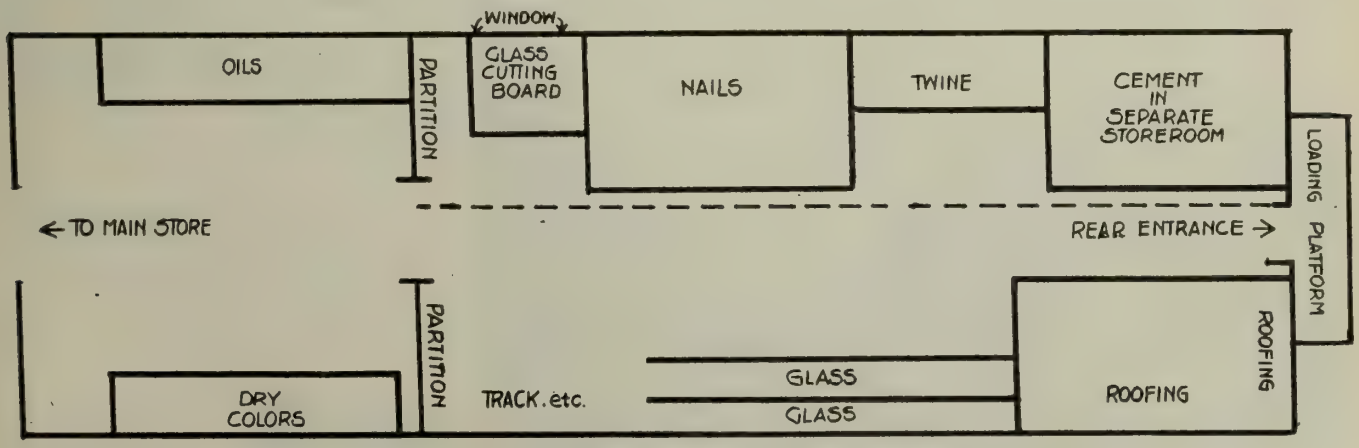
The glass cutting board is located next to the nail stock. A window located immediately in front of the board supplies plenty of light, which is always necessary when cutting glass. The glass stock is located on the opposite side, and the cases are arranged in order of size.

Roofing is stocked on the left of the rear entrance, as shown in the plan, and, as the firm handle large quantities of this material, it is important that it should be in a good location for handling rapidly. The oil room is separated by a partition. This room contains the various oils, dry colors, lead and other painting materials carried by the firm. This room is always kept very clean, and no waste oil or old paper, etc., is allowed to accumulate. By keeping oils, colors, etc., in a separate room there is not much danger of other merchandise becoming soiled or damaged by coming in contact with oils or colors, which might be the case if all were kept in one large room.

A Storage Gallery.

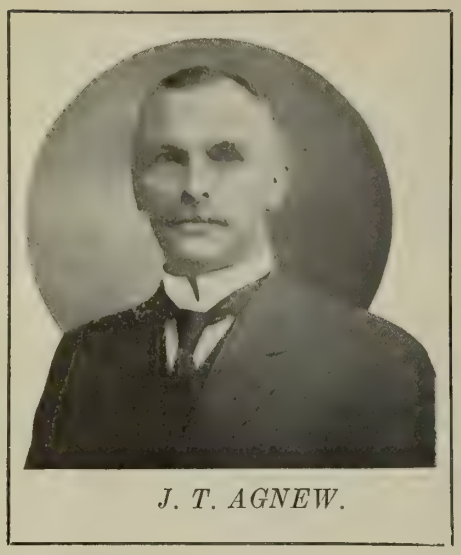
The ceiling of the warehouse is about twenty feet high, and allows plenty of room for a storage gallery, about 25 feet in length and 15 feet in width. This floor or gallery is represented on the plan by the dotted lines. A stairway leads up to this section, and a hoist is used for hauling up the goods to be stored there. Surplus stock or goods carried over are stocked in this gallery, and any unseasonable goods may be stocked here without fear of damage until they are needed next season.

The firm have arranged their stock in such a manner that orders can be filled promptly, and little damage is occasioned through breakage or overcrowding.



(CREEPER-GRIFFIN WAREHOUSE —OWEN SOUND.)

A plan of the warehouse of Creeper and Griffin, Owen Sound.



J. T. AGNEW.

Some Early

The

A pioneer of the West tells how he made his first trip to Prince Albert, carting merchandise over the prairies—The retail business was a strenuous occupation in those days —Rapid growth of business since.

Written by J. T. Agnew, Prince Albert.

MEN who are compelled to do much travelling nowadays are prone to grumble, despite the fact that they enjoy advantages which would have seemed marvellous to the traveller of a few decades ago. In this age of luxurious day coaches, state rooms, dining cars and push buttons, the traveling man is rolling in the lap of luxury as compared with the lot of those who fared forth in the days when the C.P.R. only touched certain parts of the West.

And yet the old ways of traveling with the creaky Red River cart were happy days. There was a rare spirit of "camaraderie" among men who met on the westward trek. You always found the pioneer ready to pull his fellow voyager out of a mud hole or to assist him in fording a swollen river or stream.

The writer of this article left Winnipeg in the spring of 1877 with a train of 12 Red River carts, bound for the little settlement of Prince Albert. It was then a very small place, the inhabitants consisting mostly of natives and a few of the old Selkirk settlers, who had migrated from the Kildown settlement on the Red River. Our party numbered three, each of us having four carts to look after. The carts were loaded with merchandise, mostly hardware.

Many were the hard days spent laboriously plodding along, the road one succession of mudholes. We would fight our way out of one mud hole only to subside almost immediately into another. We crossed a net work of rivers and creeks, swollen by the spring freshets, none of which were bridged or even provided with wire cable ferries. The old scows, provided at the cross points, had to be propelled by long oars or twenty foot sweeps. The scows had to be backed up the river and loaded with four carts. They were then laboriously propelled across the river, and, the carts unloaded; and then back we would go for another load. Crossing the South Saskatchewan River in those days was a good day's work, a day replete with danger as well as muscle rending work.

The trip was a hard one in other ways. It was impossible to carry more than was absolutely necessary in the way of provisions and in any case we did not have much time to give to cooking. At the end of the day a bannock and a cup of black tea would often be all that was served out. However this Spartan diet had its advantages, making us hard and fit.

The trip was a particularly hard one, as the weather turned out unusually wet. Every little creek we encountered had been swollen with the rains until it had become a yellow and turgid river. This delayed our progress as each cart had to be unloaded before we could dare to navigate the waters. Rough ferries would then be made, with poles and the outfit would gradually be taken over. On the Queen's birthday, the twenty-fourth of May, we were "stalled" at a place called Wolverine Creek with two feet of snow on the ground.

An Advantageous Trade.

Just previous to this we had run Buffalo on the Salt Plains. We traded one pound of tea to some travelers eastward bound for a hind quarter of Buffalo meat. The meat was indeed quite a relish after so many days on a diet of bacon, dry pemmican and bannock. Fresh meat and vegetables were rare luxuries in those days.

Took Seventy Days.

As a result of the unusually adverse conditions, it took our party seventy days to complete the journey. On arriving at our destination we were welcomed by the whole settlement, who turned out en masse to greet us.

We took up our quarters in a small building about 12 by 20 feet. This served as our store for about a year.

It did not take us long to dispose of our goods and in the fall another trip had to be made to Winnipeg to secure

A view of Prince Albert to-day. It has become a large and prosperous city.

Incidents of Western Trek

A caravan of hardware and provisions passing through a Manitoba town in 1879, en route for what was then the "far West."

our stock for the winter trade. This time our carts were empty except for a few bales of furs which we traded at Winnipeg for merchandise. The goods that we took back had to last us all winter, no freighting being done during the winter on account of the heavy snowfall, and the intense cold. Years after that, some winter freighting was done from Qu'Appelle. We generally made two trips annually to Winnipeg, spring and fall.

First Store Built in '80.

A year after our arrival we built our first store. It was built of logs and was about 20 by 26 feet. Logs were very plentiful just across the North Saskatchewan River, so all the buildings were of log construction in those days.

Two years later, in 1882, we had to move into larger quarters again, locating lower down the river at what was known as the "Presbyterian location." Soon after this, the town of Prince Albert was incorporated and business started to become more brisk. The growth of the town continued rapidly and we again had to enlarge our premises.

At the present time we are running two distinct hardware stores and one general store located on River and Tenth Street, formerly called Selkirk St.

Prices Were High.

Before concluding these reminiscences of the early days, it will be interesting to give some of the prices paid in those early days. Everything eatable or wearable was literally "worth its weight in gold." Freighting from Winnipeg cost $5.00 per 100 lbs. Nails sold at $15.00 a keg; coal oil, $5.00 a gallon; tea, 75 cents a lb.; sugar, 15 cents a lb; wheat $2.00 per bushel; flour, $5.00 per sack; box of sulphur matches, $1.75 (now sold for 20c). A suit of clothes cost $60.00 and the apparel sold was not, even at that price, exactly the kind that would suit a Beau Brummel.

Despite the hardships, it was easier to do business in those days than at present. The customer to-day is far more exacting and is prone to grumble.

Personally I prefer the old days and the conditions which then existed to the present. Life to-day seems to consist of pleasure and extravagance, both quite unknown in the early years. As one of the "old timers," I feel—and cannot help voicing the feeling—that so much addiction to pleasure and extravagance is not adding to the growth and well-being of this still young country. The West is still in the pioneering stage after all is said and done.

What we need is more of the hardy men and women who "trekked" out twenty and thirty years ago.

Service Improved by Trucks

Dealers who have used motor vehicles find that they can give better satisfaction to customers—a more economical method also.

Recent investigations have brought to light ample proof of the fact that the motor truck is not only better for retail delivery purposes than the horse, but that, under most circumstances, it is more economical. Further proof is adduced in the accompanying article, actual experiences of two hardware firms being quoted to show the improvement in service possible when a motor truck is employed.—Editor.

A MOTOR truck left the store at 4 o'clock with two men and three stoves. The stoves had to be delivered to different places and set up. One stove had to be delivered near Lambeth, a distance of about seven miles from the store. The stoves were delivered, set up, and the truck was back at the store by six o'clock.

This was accomplished with a 1½ ton 32 horse-power motor truck used by J. A. Brownlee, London, Ont., dealer in stoves, furnaces and hardware. The truck used by this firm is doing the work formerly done with four horses. The truck travels on an average from 75 to 100 miles per day and allows the firm to give an efficient delivery.

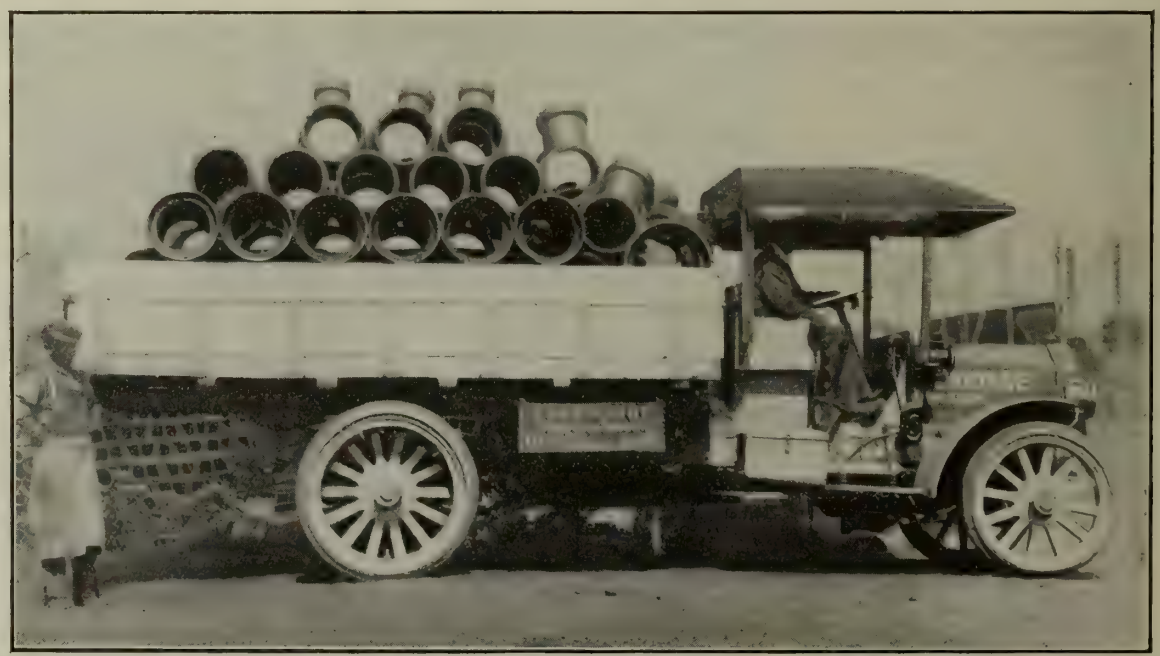
The firm do a large stove trade. During the stove season last year they sold as many as 23 stoves in one day. The firm deliver stoves to the farmers in the surrounding country and by using the auto they can deliver a stove eight or ten miles out in the country in a very short space of time.

The auto is also used for moving men and material to and from the various jobs. This saves a large amount of time. The firm employ 22 men in the tinsmithing department of their business. Some of the tinsmithing jobs done by the firm are a distance of twenty-five miles from the store.

The truck now in use is the second one which has been purchased by the firm. The first truck was a lighter one and was not as suitable for heavy work as the one now in use.

Expenses Lessened.

Regarding the cost of running the auto truck, the firm find it much cheaper than running the horse delivery system. It was formerly found necessary to keep four horses, three working and one resting. When the horses were used, considerable time was lost in making de-



This illustration demonstrates what a truck can carry. The load weighed nearly 5 tons.

liveries of goods or moving men from one job to another owing to the fact that the horse-drawn vehicles travelled very slowly compared with the speed obtainable by using the auto truck. The time lost in moving men from one job to another runs into a considerable item and it does not take very long for the cost of waste time to materially affect the profit on the job.

Where firms such as this one, employ a large number of men, the time of the men is an exceedingly large item. By using the auto-truck this firm are enabled to load-up material for a job and deliver the material along with the men in an incredibly short space of time compared with their old system.

Mr. Brownlee would not consider going back to the old system of delivery at any cost. He has found the auto-truck both a time and money-saver as well as giving a very efficient delivery service. The auto is used during all seasons of the year.

The auto is also a good advertisement, especially in the country districts where the farmers always take notice of it when it is speeding along with a load of stoves.

Efficient and Economical.

The firm of Odell & Bennett, hardware merchants, London, Ont., have also found the motor-truck delivery system efficient and economical. This firm would not consider going back to the old system of horse-delivery.

The City of London has annexed several suburbs recently and it is now necessary for merchants to make deliveries five or six miles away from the store. Mr. Odell cited one instance where the motor-truck helped to make a good friend of a contractor who had run short of nails and had several men waiting. The contractor 'phoned in and stated that he wanted three kegs of 2½ inch nails in a rush. He did not know that his supply was so low and he had several men standing idle. The place where the contractor was doing the work was about three miles from the store. The motor truck happened to be at the store when the 'phone message was received and the nails were rushed out to the job, arriving there twelve minutes after the goods had been ordered. The contractor was delighted with the quick delivery he had been able to obtain and also because his idle men were able to resume work after a delay of only twelve minutes.

The firm also use their motor to deliver stoves to customers in the country. This firm find that by using an auto-delivery they can make deliveries of goods ordered late in the day and still be through sooner than they could with the horse-drawn vehicle which only took goods ordered fairly early in the afternoon.

Both the firms here mentioned are loud in their praise of the auto-delivery service.

WARRINER'S STAFF.

(Continued from page 108.)

convinced that something would have to be done. He sent for Alf. Burgar.

The former head clerk, who had found employment in another city, answered the summons. When he walked into the store Warriner hardly recognized him. He was brisker, more wide-awake and prosperous-looking. A confident bearing had come to him.

"You're looking well, Alf," said Warriner, a trifle grudgingly.

"I'm feeling fine," said Burgar, enthusiastically. "I'm beginning to learn something since I got away from home here. I tell you it's a great store where I'm working now."

"How would you like to come back?" asked Warriner.

"I'm not keen on it, to speak candidly," said Alf. "It's a wider field where I'm working now. I have a chance to get up. If you were to see our store you would realize that we had been pretty much behind the times here."

"I'd give you—er—more," said Cy, slowly.

"You would have to," laughed Burgar. "There's only one thing that would bring me back to this town. I have a sweetheart here."

"I need you," conceded Cy. He explained something of the situation that had developed in the preceding two months. Burgar listened sympathetically.

"You couldn't pay me enough to make it worth my while to come back," he said, when the merchant had finished his recital. "But I could get a little backing if you would consider a partnership. 'Warriner & Burgar' wouldn't sound too badly."

"This business could stand a little more capital," said Warriner.

And so it was settled. Burgar brought back some new ideas, which resulted in the building up of a thoroughly efficient staff, and in consequence the building up of a profitable business.

COLLECTION OF ANCIENT WEAPONS.

(Continued from page 106.)

are very rare indeed and are valuable as curios.

A poacher's cave gun is included and the more silent but just as deadly air gun, the air chamber of which, when charged, will fire ten shots before recharging is required.

Other curious pieces which mark stages in firearm development are; A rampart swivel gun, made in Liege, weighing about fifty pounds, the breech of which comes out to be loaded, which weighs 50 pounds and is fired by percussion cap; a quaint 6-shot pepper-box pistol, with which Englishmen defended themselves in their trips abroad in the early 40's; a colt's house pistol, with clover-leaf shaped cylinders. With the last named powerful pistols the celebrated Stokes-Fisk duel was fought.

The early efforts at breech-loading are represented in the collection. There is the paper covered cartridge, exploded by percussion cap disc and the breech-loading muzzle loader (breech block loaded from front and operated by lever). There is also a pouch teat and hollow butt cartridge inserted in cylinder from the front, the metallic shell extending past the bullet—a piece that is now very rare.

There are duplicates of the pistols with which both Presidents Lincoln and McKinley were assassinated. The former was shot by a muzzle-loading derringer, made in Philadelphia; the latter by a 41 calibre double derringer—a very short but powerful weapon.

Among the odd pieces are cutlasses and pistols, which seem to claim piratical usage in early days; ancient arms that bring to mind memories of Dick Turpin and Claude Duval; pistols which are also knuckle-dusters, and which, if they could but speak, would tell tales of gruesome encounters; an African trader's flintlock gun, about six feet long; carbines of many quaint and queer patterns; a 26-shot repeater (Evans) with spiral magazines; double rifles with super-imposed barrels, operated by a single hammer; and others of equally antique construction.

Such a collection can only be secured by patient and unremitting work, but it makes an ideal hobby for a sportsman. The whole collection is kept in my den. In one corner, I have a very handsome gun cabinet, made by the late Geo. Porteous of Guelph, containing my later day hunting and target rifles, reloading tools, cartridges, hunting outfit, etc., the cabinet containing a concealed loading table, which adds greatly to its completeness.

The household goods department if properly arranged, and attractive in appearance, will draw many ladies to the store and they are good buyers if the proper goods are shown. A large number of dealers have taken up this profitable line and a great many more would also find it a paying proposition if entered into with enthusiasm.

The Remarkable Growth of a Western Store

Fulton Hardware Co., of Enderby, B.C., have occupied three stores in the course of a few years, graduating from a small building to one of the best retail hardware stores in the West—Description of new premises.

An exterior view of the first store of the Fulton Hardware Co.

HARDWAREMEN are playing an important part in the upbuilding of the Canadian West. The growth of the West has been truly wonderful. Towns spring up over night and in a short time are thriving hubs of industry. With the springing up of a new town the hardware store is usually one of the first, if not the first building to be erected. The hardware merchant is looked to for supplies with which to erect the other buildings.

The hardware merchant in the West a few years ago was handicapped on account of slow deliveries, but with the rapid growth of the country and the improved transportation facilities many of the former difficulties have to a large extent been overcome. He was handicapped in some ways but to counteract that condition, he had an opportunity of expanding his business to an extent not enjoyed by many merchants in other lines of business. The growth of many of the Western towns and the rapid populating of the surrounding farming districts has created demands for hardware which were undreamed of in the early days of the West. With the growth of the country many of the hardware firms have kept growing apace. Many of the Western settlers have been people of means who are not afraid to spend their money for good merchandise. Hardware merchants were not slow to add improvements to their buildings and with the increase in the demand for hardware and as their means would allow they have improved their stores and stocks until now we find the hardware stores ranking among the most attractive and substantial stores in the West. Many of the firms who are now possessors of large and attractive stores began their Western business career in tents or shacks which in the early days were quite common.

One of the Western firms which has had a rapid growth and which has a very fine store is the Fulton Hardware Co.'s store at Enderby, B.C., conducted by Andrew Fulton. The accompanying illustrations show the developments which have taken place in the firm's store since they started business some years ago. This firm started in a small store as may be seen in the illustration. Their first store front as shown was very small and was typical of the store fronts built at that time. Their present store front measures 50 feet in width with large plate glass show windows. The firm realized the value of display windows and built their store and show windows accordingly. The store interior was also planned to give ample space for display with plenty of light. The firm centre their business under one roof and their building measures 50 x 110 feet. The main show room measures 50 x 85 feet and the office is situated in the centre at the rear of the show room. The ceiling is finished with an attractive pattern of metal ceiling. Great care has been taken to see that all goods are neatly arranged and displayed, and merchandise is kept within the reach of customers as much as possible. The firm find that when the goods are arranged in this manner the customers feel more free to examine the goods without the aid of a salesman. Cutlery, tools, builders' hardware are all prominently displayed in cases or on boxes. Stoves are displayed on the main floor as are washing machines, churns, wringers, etc. In the implement section as shown in the

An interior view of the third (and present) store of the Fulton Hardware

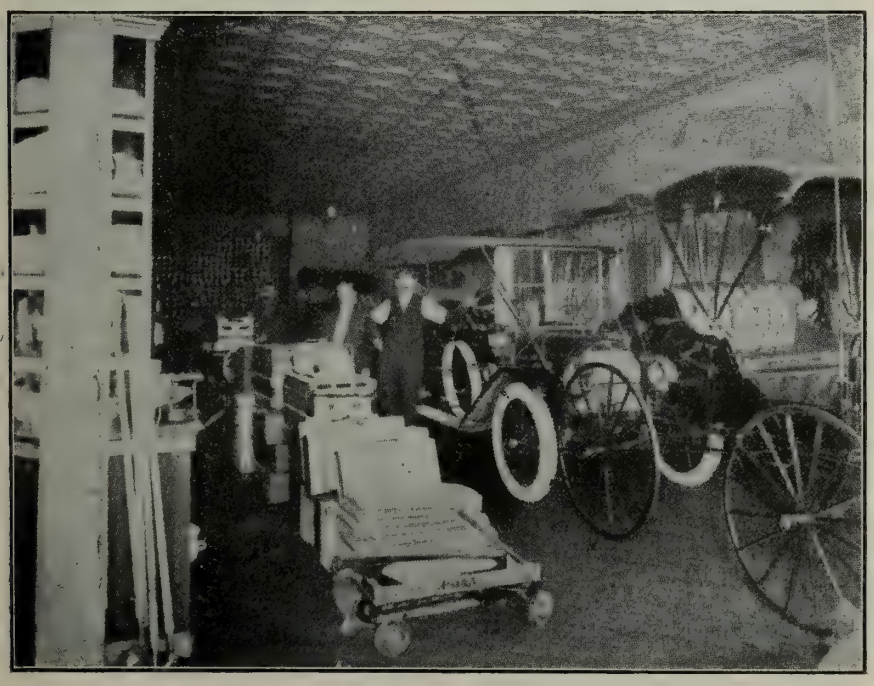
cut are shown farm implements, buggies, wagons, automobiles. Harvest tools are also shown in this section and are hung on tool brackets suspended from the wall. Household goods have not been forgotten and enamelware, tinware, and other household lines occupy a prominent section of shelving in the main store. Every effort has been made to display the goods in such a manner that the displays will promote sales.

Behind the main show room is a warehouse 50 x 25 feet with an elevator which is used for freight purposes.

On the second floor a tinshop is equipped, this shop measures 40 x 25 feet. The balance of this floor is used for displaying machinery and other heavy goods.

Compare this large and modern store with the first store occupied by the firm and you can gain an idea of the wonderful growth of business and store construction in the Western hardware trade There are many firms in the West now occupying handsome stores and doing an exceedingly large business who started business in small one-room stores a few years ago The growth of the West has been wonderful and the hardware fraternity have not been slow to keep up with the times, in fact, in many places they have been leaders in business development. The growth of the Western hardware trade has been sound and substantial. Many large concerns have grown up in an incredibly short space of time but there has been a good reason for this rapid growth. A growing country needs hardware and the West is truly a growing country. Most of these Western concerns have started their business at the bottom on firm foundations and have grown up with the country. Their business has been well-founded and in many sections the hardware dealer is the leader and pioneer of the community.

A view of the first store of the Fulton Hardware Co.



Co., Enderby, B.C.—The store is divided into two sections as shown.

BUSINESS OUTLOOK BRIGHT IN CANADA.

(Continued from page 104.)

counter movement which is under way now should before many months show considerable contrary effect upon the money market. The shortage of capital has had its effect of producing liquidation in most of the important countries of the world and this liquidation and easing off of business may be expected before long to lessen the demand for money, and consequently make money easier to secure for necessary purposes. In Britain on the contrary trade has been phenomenal.

Reassuring Crop Outlook.

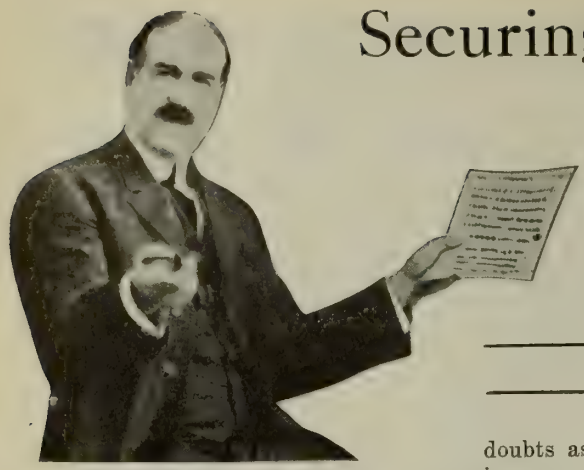
Canada is fortunate this year again in its crop prospects. One of the best informed men on the crop outlook told The Post yesterday that "crop conditions are rosy all through the country." That expression crystalizes the agriculture situation at the present time. The West is so large that even if hail and frost strike certain parts of the country there is little doubt that an, at least, average crop will be harvested, and every business man in a large way, knows what this means to the commerce and industry of the country.

Will Stimulate Business.

Although some people think that this fall's crop is needed to set the Western country again on its feet, so to speak, after what many consider the speculative debauch of the last few years, it is unquestionable that this year's immense creation of new wealth will be distinctly felt by business of the country.

Cultivate optimism. In so doing you cultivate your business. Nothing succeeds like buoyancy and success. Tell people business is bad and they'll believe it is—for you. Once give the impression that your sales are dwindling and folk will think that there is something wrong with your system.

Securing the Maximum Results From Advertising



Many retail advertisers have neglected to get their work down to a business basis — All guess-work must be eliminated—Preparing copy that will bring sure results—Care must be taken to place advertising where it will bring results.

Written by the Advertising Manager of a large hardware store.

THERE must be at least $30,000 spent every day in advertising by the retail hardwaremen of Canada. It is impossible, of course, to find a way to arrive at correct figures. Some hardwaremen will spend $100 on a single insertion of an advertisement; others do not layout a red cent from one year's end to the other. But the amount named is probably a conservative estimate of the average sum expended each day in printer's ink.

It is equally impossible, of course, to arrive at figures which would give an idea of the returns the daily tribute of $30,000 brings. It certainly runs well into the hundreds of thousands, when indirect as well as direct results are considered. The one sure thing in this connection is that the returns are not nearly as large as would be the case, if this whole volume of advertising were capably planned and efficiently carried out. It is agreed that a certain percentage of advertising is wasted through the lack of knowledge of those who plan and carry it out. Just what this percentage may be is purely a matter of theory and conjecture but there can be no doubt that it is a large one. And it is largest in the field of retail advertising, because this branch is conducted almost entirely by men to whom advertising is a side issue, a single detail in a day crammed with work and responsibility of all kinds. The advertising of the manufacturer, which is placed in magazines and periodicals with wide-spread circulation, is generally prepared by men who have made advertising their whole work. Even at that, a certain percentage of it "misses fire." The retailer, who writes his copy in his office after hours, or who dashes it off between interruptions during the pell-mell rush of the business day is still more likely to find his appeals to the public devoid of the "inspired spark" which brings results.

It is not intended by this to endeavor to dampen the retailers belief in the necessity of advertising or to arouse doubts as to its potency. All advertising—except the occasional samples seen which awaken ridicule or scorn—all advertising pays. The hardwareman who puts in a modest card, "John Smith, Everything in Hardware. Phone 190." gets results. The returns may be in keeping with the insignificance of the effort put forth but they well repay the merchant. It is better to do a very little advertising, even if that very little is done very badly, than to do none at all.

The point which it is desired to make is this: That the results from retail advertising could be doubled, tripled, nay multiplied several times over, if the guess work were eliminated and the whole volume of advertising done on a basis of efficiency.

The other day a batch of advertisements, clipped from current newspapers, were secured for purposes of tabulation and analysis. The truth of the statements made above was most strikingly demonstrated by examination of these advertisements. Some were good enough to convince one that splendid results had followed. Others were very mediocre; and not only mediocre but quite lacking in the first essentials of a successful advertisement. Not a few of them were devoted to lines no longer seasonable, this fact combined with the blackness and generally dirty appearance of the type, evidencing that the copy had not been changed for a long time. These advertisements had committed what might perhaps be termed the cardinal sin; they featured **goods which the public did not want.**. It is the first essential of an advertisement that it must contain the elements of a positive appeal; and goods no longer seasonable, for which the need is no longer felt cannot be expected to arouse interest. The public cannot be induced to take an interest—a **buying** interest in vegetable seeds during the second week in August. One of the advertisements referred to was devoted to "seeds for spring planting!"

To digress for a moment, time-honored custom has decreed that the nominator of a candidate for public office shall withhold the name of the man he stands sponsor for until he has literally whitewashed him with a fulsome coating of eulogy. He proceeds to tell of the virtues of the man he has in mind, of his fitness for the office in question—and in the final wind-up gives out the name. This method of suspending interest is deemed highly effective, and possibly is, but what would be the effect if the speaker wound up his eulogy, forgetting to name his candidate in the heat of the moment?

This is on a par with what a great many retail advertisers do. They devote their efforts to describing the usefulness of an article, its fine qualities, its desirability. They arouse interest to the highest pitch and then end without giving the one fact which to the reader has become the one all-important fact—the price. When a person becomes interested in an article, in nine cases out of ten, the detail that they read through an ad. to find is the item of price. Disappoint them and a lost sale is the probable result.

Of the advertisements referred to, some quoted prices, more did not.

The only reason that there can be for not quoting prices is when it is felt that the figure will not prove attractive. The man who has bought right and has fixed his selling price on a fair basis need never be afraid of quoting it.

These are but two of the ways in which many writers of retail advertisements are "falling down." They are failing to take advantage to the fullest extent of the opportunity they have paid for.

An incident comes to mind, which will be worth quoting for the lesson it teaches. An Ontario hardwareman of long standing found that the details of his business were growing heavier just at the time when he felt he would like to start taking things a little easier. The solution was to take in a partner and this was what he finally did, being fortunate enough to secure a young man with a small capital and an unlimited amount of energy and initiative. They made a

splendid team but there were times when a clash of opinions occurred. The elder man was inclined to conservatism; the junior partner was a progressive, a strong believer in advanced methods. Advertising was one of the first topics discussed.

"We don't do enough," said the younger man.

"We do too much," corrected the elder. "Our results from advertising have been meagre.

"The value of advertising is not a debatable question," said the other, respectfully but firmly. "How can you tell what results you have had?"

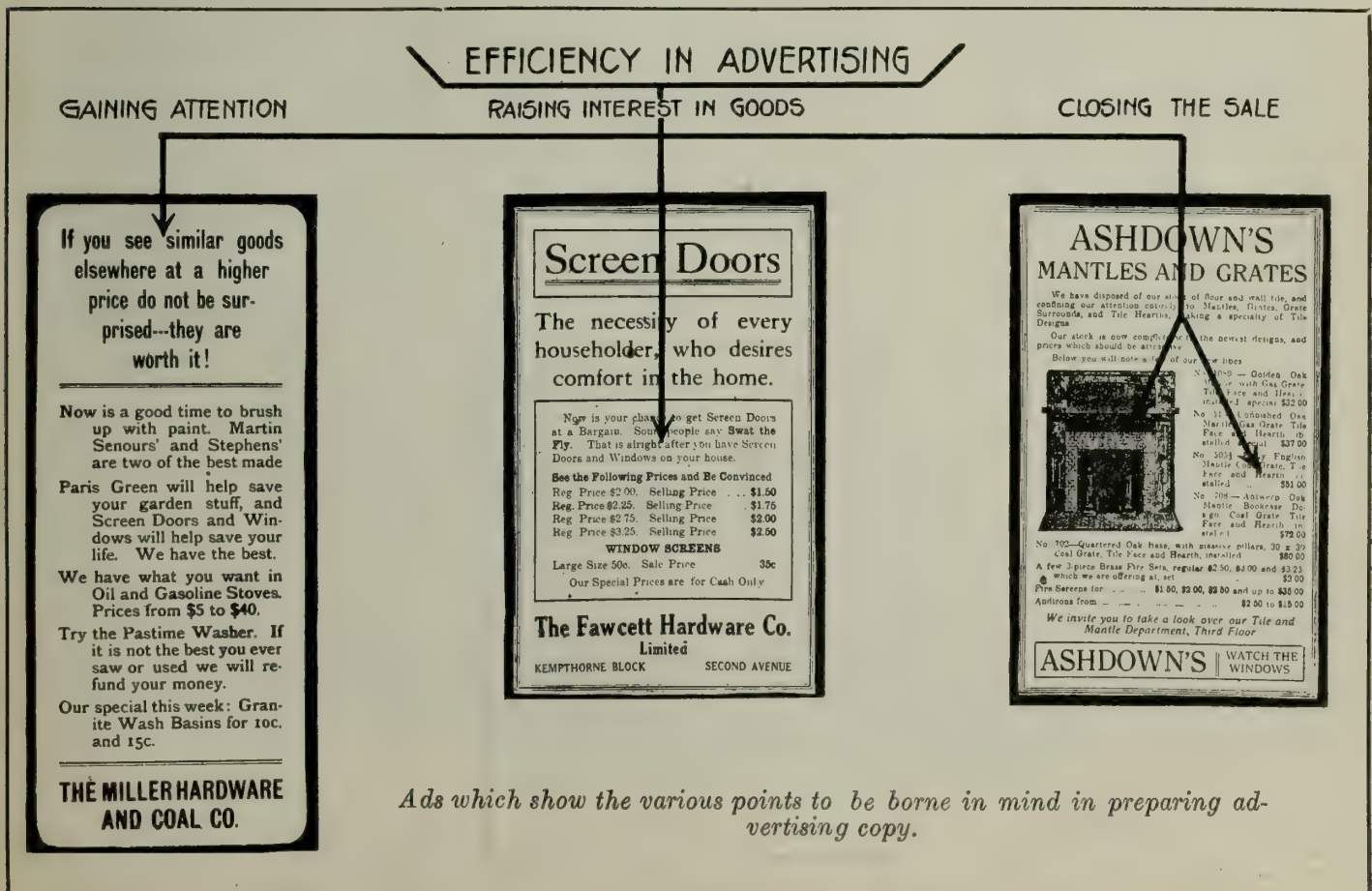
"I have never believed in doing things by guess work. I have a system for everything," said the senior. "For years I have had records kept of the sale of articles advertised for certain periods after the appearance of the advertisement. It has been a rule to keep all statistics relating to sales and I can get you figures to show what every advertisement we have run for the past ten years has brought in. Go over the records and you'll find that the results, while they have covered the expenditure, have been just as I said—meagre."

The junior found that copies of all advertising had been filed also and it did not take him long to put his finger on the trouble." You do not believe in guess-work," he told the senior partner, "but there has been one member of your staff who has, the advertising man. His whole work has been based on guess-work. I find that he has seldom quoted prices and more seldom still used illustrations. He has allowed the printer to use antiquated, press-worn type and to throw the matter together in a slovenly, unattracive fashion. Typographical mistakes have been the rule rather than the exception. I am not surprised that your results have been meagre. On the contrary, I am surprised that there have been any results at all."

The junior took over the advertising, and himself and an immediate change was felt. He was not what enthusiasts are wont to term a "born ad.-writer," nor was he in any sense a genius. Popular opinion has it that ad.-writing is a field where the genius only can win; that the turning out of successful ideas is a matter of inspiration. While undoubtedly the ideas for great advertisements have sometimes come as flashes of inspiration, such cases are the exceptions to prove the rule that advertisements are best prepared when business principles and foresight guide the pen. The same rule applies to practically all achievement. Popular conception of Edgar Allan Poe, for instance, is of a literary paranoic, delving into the depths of a fevered imagination for stories of horror and mystery. Poe, on the contrary, was one of the most business-like of writers. He decided on creating a certain effect and then thought for the best way of accomplishing it, conceiving his weird stories, not in momentary flashes of almost occult understanding, but step by step and by logical development of ideas. He wrote "The Raven," on much the same principle that Euclid employed to work out his propositions.

The junior partner prepared his advertising on a certain fixed plan. "The object of an advertisement," is the way he explains it, "is to sell goods or to get people so close to the buying stage that they will visit the store. To accomplish this, there are a number of things that an advertisement must do.

"The first is to have an individuality to make it stand out from the rest. Newspapers have column after column of ads. and those lacking distinguishing features will not get unanimous attention. The first step is to put something into the copy which will attract notice. My own method of accomplishing this first step has been the creation of a distinct style of my own. I bought special type for the printer to use and a special panel. I had a distinctive kind of lettering for the firm name and had a half-tone cut made of it. I had the body of the matter set in italics. My ads. have been



Ads which show the various points to be borne in mind in preparing advertising copy.

different from anything else appearing in the local papers.

"The second step, having attracted attention, is to favorably impress the reader with the general appearance of your ad. It is not sufficient to halt the readers' glance. A very poor ad. will do this by reason of its very weakness. The ad. must be attractive enough to hold as well as arrest the attention. Only a bright-looking advertisement will be read through. I have found it necessary to use plenty of illustrations, to have the lay-out neatly balanced, and the whole redolent of typographical excellence, in order to insure my copy being read by the people I want to reach.

"The third step is to get the interest aroused in the articles advertised. To do this, it is necessary, first, to be featuring the right kind of goods. Pretty nearly 30 per cent. of advertising efficiency is in picking the right goods at the right time. They must be described tersely but convincingly and, in a great many cases, illustrated.

"The last step is to close the sale, as far as it is possible to do so at long range. This is largely a case of quoting the right prices. Some merchants get the price right to bring sales and then ruin their chances by keeping this trump card up their sleeves, waiting to play it when customers enter the store. Others quote prices but hurt their results by poor judgment in fixing the price. And don't think that cutting is the alpha and omega of popular price fixing. Too low a price will often be quite as harmful as one too high. People conclude that the article must be a cheap one."

The firm now get the best of results from their advertising. They have eliminated guesswork and have advertised according to a fixed plan, designed to make their advertisements the kind that people read.

Good Advertising—and Bad.

But it is not only in the matter of preparing copy that the retail advertiser fails to get anything like maximum results. How and when to advertise are points on which many have very vague and wasteful ideas.

The solicitor for a daily newspaper dropped in to see a hardwareman in the city, who had never done anything in the way of advertising with them.

"Tell me, why you are not a believer in advertising," he said.

"But, I am," protested the merchant, astonished. "I do a lot of advertising."

He brought out copies of numerous church programmes, and samples of lodge literature, containing advertisements that he had inserted.

The solicitor sniffed. "Get any results?" he asked.

"I guess so—indirectly," said the hardwareman.

He got no direct results. He acknowledged that he was spending several hundred dollars one way and another in the course of a year. It may be that he got this back but the same expenditure, properly employed, would have brought returns ten-fold.

Placing Advertisements.

Merchants should be careful to place their advertising where it will be sure to do good. The local newspaper is the safest medium. Before signing to take space on a programme or in any such publicity side issue, consider carefully what the results are likely to be. How many will see it? Will they see it at a time when they would be likely to read it? Would they be the kind of people you want to have read it, anyway?

Hundreds of thousands are placed in this country every year in advertising schemes which may perhaps bring some return but cannot give the investor anything like the return he should get.

Balanced Lay-Out

CHIEF among the creditable features of the advertisement of the Manitoba Hardware and Lumber Co., Virden, Man., is the excellently balanced lay-out. Placing the cut in the centre with panels of equal size on each side gives a splendid effect. This could have been improved, however, had some of the unnecessary rules been eliminated. The double rule beneath the heading with connecting rules to the panels beneath, gives the advertisement a somewhat broken up appearance.

It will be noticed that each item is described in concise form and priced.

Neat balance shown here.

Uniformity Needed

THE advertisement of Moore Bros. is a creditable one in many respects but it also has its faults. The first criticism is that the ad. lacks sales force. This is due chiefly to the fact that no prices are quoted. The descriptions and selling talks are strong but the lack of price quotations blunts their effectiveness.

Quoting prices would have added strength.

From a typographical standpoint, this advertisement would have been improved if one style of type had been maintained throughout. Look at the type used in the three lines.—"A well kept lawn," "For the House Comforts" and "Repairs." All are quite different and the result is not pleasing to the eye. It would have been better had the matter been set in narrower measure to give a wider margin and the elimination of the cut-off rules would effect an improvement.

"If we read the biographies of great men, we find that the power and influence which they have won can be directly traced to their enthusiasm and ability to enthuse."

Where All Goods Are Prominently Displayed

The new store of McNab Bros., Orillia, was arranged with the idea of making it possible to show all lines to best advantage—A series of ingenious contrivances has been arranged with this object in view—Good sales plans inaugurated.

PROMOTING sales by means of display has been one of the chief aims of McNab Bros., hardware merchants, Orillia, Ont. Their store, which they have recently enlarged and to which they have added several departments, is a model in many respects. It is a store that would indeed be a credit to the large cities but it is located in a town of 7,000 inhabitants.

The accompanying illustrations show a number of interior views of the McNab store and on examining these it can be easily seen that display of the goods is the predominant feature. McNab Bros. are both men of many years' experience in the hardware trade and they have learned the true value of displaying merchandise.

Their store is an exceedingly large one, consisting of basement, main floor, two upper floors and a special stove department which is illustrated and described elsewhere in this issue. There is also a rear entrance with a loading platform. The store windows are very wide and displays are changed regularly.

Immediately on entering the store, the customer is confronted with a large silent salesman. The displays in this case are changed weekly, and are usually confined to cutlery, cut glass, silverware, etc. Immediately behind this case and extending about half way down the centre of the store are display tables on which are arrangements of enamelware, aluminumware, tinware and household goods.

The paint department starts immediately behind the enamelware display and occupies a commanding position where it can be easily seen from the front of the store.

Immediately to the left of the main

A view of the tool and cutlery departments, McNab Bros. store.

Shaving goods shown in front of wall mirror.

Note arrangement of tool stock.

View of the sporting goods department in McNab Bros. store.

Prominent display of paint specialties.

Fixture for holding tennis balls.

entrance is located the cutlery department. Samples are shown in silent salesmen and in the faces of the shelf boxes as shown in the cut of this department. Between the cutlery and tool department, a wall mirror about 3 feet wide by 5 feet high is used. Small glass shelves have been erected in front of the mirror and they are used for displaying safety razors, shaving brushes, hones, soap, and other shaving necessities. Razor strops are suspended from a moulding above the mirror. The display is very attractive and the mirror aids appropriately in showing-off the display of shaving necessities.

Arrangement of Tools.

The tool department is worthy of special attention. Wall racks have been erected for displaying saws, hammers, braces, bench axes, hatchets, etc., and there is a splendid display of these lines all of which are kept in a well-arranged and bright condition. The counter in front of the tool department is a very long one with an oak top and glass front. The glass front extends about half way down the face of the counter and in this case is arranged a fine display of all kinds of tools.

The interior of the counter is lighted with electric lights and there are no dark corners. A large number of small tools are sampled on the faces of shelf boxes. The builders' hardware department follows the tool department and we here find that display has again been made a prominent feature. Samples of all lines are shown, some mounted on blocks, and others on the swinging doors in front of the various compartments in which the stock is kept.

Immediately to the right of the main entrance a wide stairway leads up to the toy, household and stove departments, all of which are located on the second floor. On the wall up one side of the stairway a number of wall and display cases have been erected and here seasonable goods are always on display.

On the main floor next to the stairway the sporting goods department is located.

Guns and rifles are shown in wall-

ORIGINAL METHODS OF DISPLAYING GOODS.

A mirror between cutlery and tool fixtures, three feet wide. Shaving accessories stocked in front of it.

A glass front in tool counter. Interior of counter lighted.
Cases on walls along stairway for display purposes.
Special fixture for tennis balls.
Screen doors shown on portable rack.
Pillars in store fitted with shelves for display purposes.
Tables for showing goods all painted white.

A view of the toy department in McNab Bros. store.

Lattice partitions with display shelves.

A splendid assortment of Woodenware.

cases, a large silent salesman is devoted to the display of fishing tackle. Baseball gloves and mitts are arranged on shelves and are in full view of customers as may be seen in the cut of the sporting goods section. A special rack, also shown in the cut, is used for displaying tennis balls, baseballs, etc. An effort has been made to make a prominent display of all lines of sporting goods. The displays are re-arranged with the changes in the sporting goods seasons and seasonable goods are always being featured.

Extending from the sporting goods department to the rear of the store commodious shelving has been erected on which are displayed household goods, kitchen utensils, etc. The goods are all within easy reach and no time is lost in showing them to customers. A large amount of enamelware is shown in these wall shelves in addition to the enamelware displayed on tables.

Display racks of various kinds are used in the main store interior. Screen doors are shown in a large portable rack which will hold six or eight doors. Mitts, harvest tools, vises, food choppers, electrical appliances, etc., are all shown on various kinds of display racks.

The store is very bright during the day and electric drop lights are used in the evening. The ceiling is of metal of a very attractive pattern and helps to give the store interior its fine appearance.

The office is located at the rear on the left hand side and a view of the entire main floor may be had from this point.

The Toy Department.

On going up the wide stairway to the right of the main entrance, we arrive in the toy department. This department was started about four years ago and has proven to be a good paying department during all seasons of the year.

The ladies' rest room is also located on this floor. The rest room is well fitted up and every effort has been made to make it convenient and comfortable for patrons of the store.

In the toy department as in all other departments of the store special attention has been paid to displaying the goods and shelves, counters, tables,

(Continued on Page 127.)

SPECIAL METHODS OF HANDLING SALES.

The store is thoroughly departmentalized. Each member of sales staff has charge of one department.

A cash carrier system has been installed, with cash register.

Rest room has been provided for the convenience of lady customers.

Sales lady is in charge of toy and household goods department.

Stove department is on upper floor separated from all other departments.

A view of the interior of the main floor of McNab Bros. store.

Note splendid array of glass show cases. *Kitchen utensils prominently displayed.*

Neat display of electrical specialties. *Entrance to Ladies' rest room.*

Sherwood Store Planned on Original Lines

It will be ready for occupancy by October 1—Designed to give maximum facilities for lighting and ventilation — Showcases placed diagonally on main floor to give aisle between entrances—A list of managers.

A DECIDEDLY handsome and unique building is the new store of the C. W. Sherwood Co. at Regina, now in course of completion. It will be ready for the formal opening by October 1.

The accompanying illustration gives a good idea of the construction of the building. It was planned and carried out according to approved principles of modern store construction, the double purpose being followed of making an attractive building and having the best possible facilities for lighting and ventilating. Both objects have been attained in fullest measure. The building is unusually attractive in appearance. That it will be well lighted and ventilated is quite apparent. Each floor will be flooded with light from all sides.

The store is unusually well equipped with show windows. The picture does not give an adequate idea of the real size of the windows which are both large and well equipped. They have unusual heighth and depth.

Showcases Placed Diagonally.

A number of original plans have been followed out in the ground floor plan. As there are two main entrances on adjoining sides, an aisle has been run from one entrance to the other diagonally across the store. To make this possible the show cases have also been placed in a diagonal direction in the corner of the store lying between the entrances.

The various departments are placed as follows:

Basement.—Hardware, china, toys, trunks, leather goods, electrical goods.

Ground floor.—Men's furnishings and clothing, drugs, smallware, dress goods.

First floor.—Ladies ready-to-wear, millinery, housefurnishings.

Second floor.—Groceries, meats, bakery, lunch room.

Third floor.—Furniture.

Department Managers.

The managers of the new store will be as follows:

A. M. Bunt, store manager, formerly with McKinnon's, Ltd., Weyburn, Sask.

E. H. Beaford, advertising manager, formerly with the Stewart Dry Goods Co., Louisville, Ky.

M. L. McKenzie, building, maintenance and electrical department, formerly with the Stewart Dry Goods Co., Louisville, Ky.

R. J. Baker, accountant, formerly with the Robt. Simpson Co., Toronto.

E. E. Dession, adjustment and import department, formerly with the Thiel Service Co., of Canada.

W. L. Hall, buyer for small wares, laces, embroideries, art goods, drugs, handkerchiefs, jewelry, leather goods and books, formerly with the Consolidated Dry Goods Co., Pittsfield, Mass.

James Alves, buyer for hardware, china, etc., formerly with W. H. Scroggie, Limited, Montreal.

R. Hard, buyer of shoes, formerly with W. H. Scroggie, Limited, Montreal.

J. C. West, buyer of carpets, draperies and wall paper, formerly with W. H. Scroggie, Limited, Montreal.

Jas. Baxter, buyer of men's and boys' clothing and furnishings, formerly with W. H. Scroggie, Limited, Montreal.

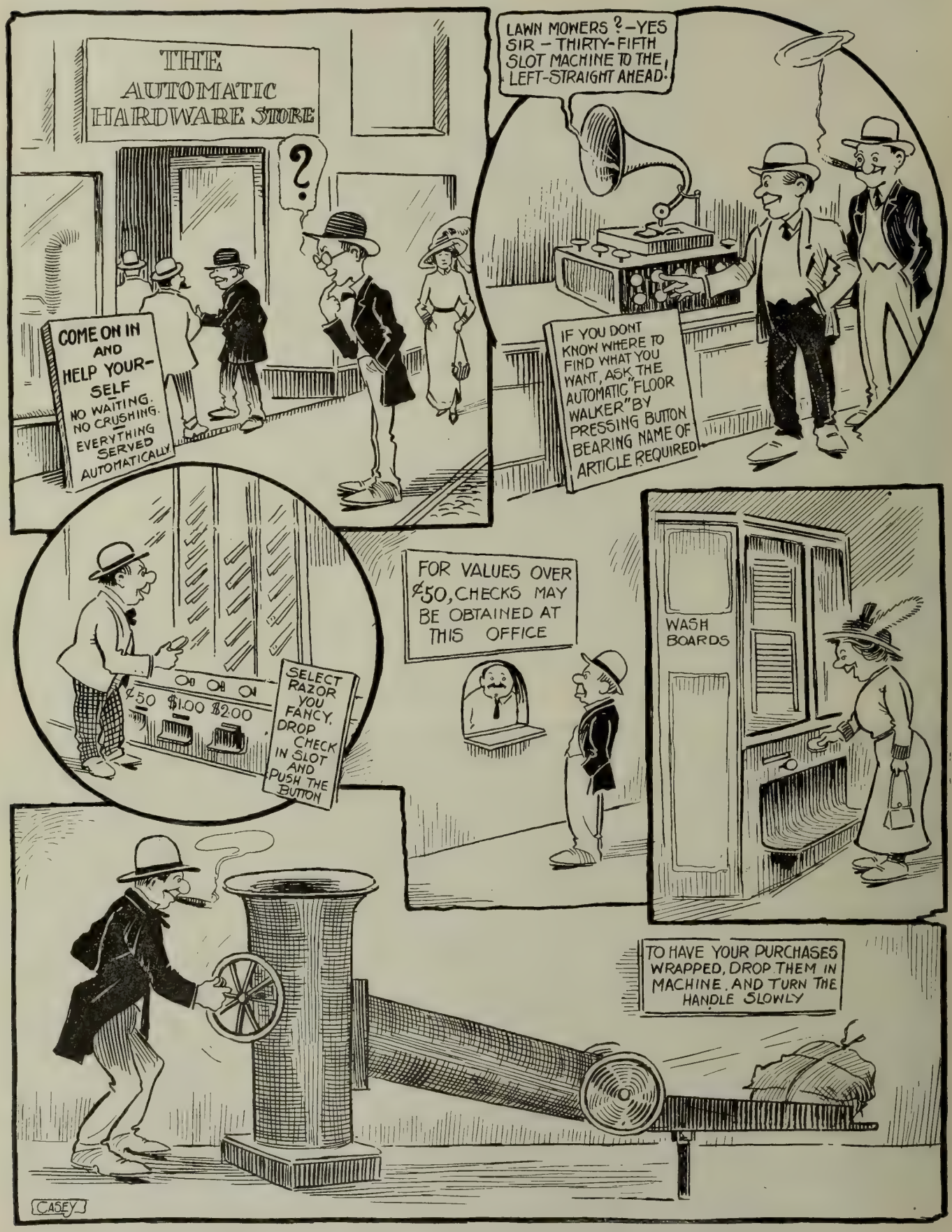
E. Dunn, buyer for dress goods, silks, linens, blankets, paper patterns, etc., formerly with W. H. Scroggie, Limited, Montreal.

Geo. Salter, buyer of furniture, formerly with T. Eaton Co., Toronto.

A. R. Montgomery, buyer of groceries and meats, formerly with Bedford Dry Goods Co., Brooklyn, N.Y.

J. H. Gould, buyer of gloves, hosiery, underwear and umbrellas, formerly with McKinnon's, Limited, Weyburn, Sask.

A view of the splendid new store of C. W. Sherwood Co., Regina.



The hardware store of the future—As seen by Hardware and Metal's artist.

Second Annual Convention of C.W.T.A.

Display men gather at Toronto—Addresses delivered by experts in draping and card writing—Proposal to merge with the National Association of America is defeated—Strong officers elected for ensuing year.

The Canadian Window Trimmers' Association has passed its second milestone and is entering upon the third year of its existence with a sturdy stride.

The second annual convention which was held in Toronto on Monday and Tuesday, August 11 and 12, proved to be a decisive point in its career. There came before it a suggestion that is inevitable in nearly all young organizations, whether to retain its own identity or to merge in the larger National organization that meets each year at Chicago.

There was not an instant's pause: from the floor of the convention there went up a unanimous acclamation that the Canadian Window Trimmers' Association must live its own separate life, whatever its co-operative relations to kindred organizations.

Served as a Stimulant.

A couple of drawbacks confronted the members at outset this year—an attendance that fell far below the number expected, and the failure of several manufacturers to fill up the allotted space. These seemed to serve rather as a stimulus, and a vigorous, hopeful and confident executive was chosen headed by Mr. McNabb, Mr. Andrews, Mr. Burns and Mr. Thompson.

Already plans are afoot for a campaign that will continue for the full year, and backed by faithful colleagues, the outlook for 1914 is most bright. As it was, the convention of 1913 did its work, and provided sessions that were acknowledged to be worth many times the efforts put forth to attend, even at a personal expense to many and the loss of some yearly holidays.

Helpful Demonstrations.

The demonstrations of C. J. Nowak in draping, and of G. Wallace Hess in card writing, could not have been excelled in the clearness and simplicity with which they presented the principles that lie underneath both arts, and in the generous spirit that wase realy to explain away the difficulties of less experienced members of their craft. It was a common remark that the sleeve pattern of Mr. Nowak, carried away by every member, was in itself worth the trip.

The prize competitions produced an extensive display in every department, and the inspection of these with friendly criticisms by Mr. Nowak, Mr. Hollinsworth, the retiring president, and others, proved a helpful feature out of the ordinary.

The banquet last of all, set the seal of good fellowship and unity upon a convention that had worked itself out upon most profitable lines.

A Suitable Hall.

After a short conference and social meeting on Monday morning the convention adjourned until the afternoon. Victoria Hall, the place of meeting, was well chosen, with a large auditorium, a wide stage for demonstrations and ample space at the rear for exhibits by manufacturers and the display of photographs and showcards. A dozen neat screens of beaver board formed the partitions. Near the door was the secretary's book for registrations.

The President's Address.

When the afternoon session opened Mr. Hollinsworth, of the Robert Simpson Co., Limited, Toronto, the president, delivered an address, which contained much helpful advice from one who as he said had "been through the game," and was constantly looking for new ideas to improve his own equipment.

"Hundreds of thousands of dollars pass through the hands of our employers yearly mainly through our efforts in display," he said.

They ought to appreciate the conditions that had brought them into contact with experts at little cost; men who were willing and anxious to tell of their own experiences. It was only a short time since the advertising man could obtain any education in this way. For himself he would be pleased to answer any questions he could on draping, and any other line of the window dressers' work.

Window Dresser in Large Store.

What does window dressing amount to in the large stores? First of all it was absolutely necessary, said Mr. Hollinsworth, to study the routine of a departmental store advertising, ticket writing, and the different advertising stunts.

"You must be able to originate schemes for getting the dollar.

"Many lack the essentials that fit them for greater positions. They lack generalship. A man to get a big job has got to be able to plan advertising campaigns. A man in a big store must be able to handle men. He must get good assistants; he must pull with them and see that they pull with each other, so that there is no discord in their work.

"He is up against critical buyers of different temperaments and he must keep complaints from going to head office.

Only in Its Infancy.

"Are you only a window trimmer? Then you are not a man who can be trusted with the whole scheme of advertising. They don't want to have to tell you the particular line of goods that is going in. They want a man to handle it from A to Z. They want it taken out of their hands."

In Canada the window dressing game was only in its infancy. The manufacturers were getting on to the fact that was producing business.

There was an opening in Canada for a man who could organize window dressing staffs in the various towns for manufacturers' displays, from fountain pens to pianos, an opening independent entirely of the retailer's demands. This would open a great field for the window trimmer.

"You must be alert to anything that will get new business," concluded the President. "You will be looked to for ideas to boom things, and if it goes through it will be a feather in your cap.

"I hope you will all go home feeling that you have learned something."

Committees and Judges.

After Mr. Hollinsworth's address committees were appointed as follows:

Entertainment—H. Hollinsworth, J. L. Maude, J. A. McNabb.

Judging window displays—C. J. Nowak, Economical Training School, New York; R. M. Beauchamp, John Murphy & Co., Montreal; H. Black, Dry Goods Review.

Judging card writing—Wallace Hess, Chicago; Bert L. Daily, Dayton, Ohio; H. Patterson, Dry Goods Review.

Advertising—Three newspaper representatives with Mr. Wylie as chairman.

A Business Meeting.

The Tuesday morning session started off with a prolonged discussion on the future of the Association. Various lines of development for the future were taken up by the President. One was that the Association affiliate with the National organization of the United States, by which Canadian members

OFFICERS OF THE C.W.T.A.

Top row:—J. L. Maude (secretary, 1912-3), and E. P. Burns (member of executive and winner of Dry Goods Review Cup); Bottom row:—J. F. Thompson (secretary-treasurer); J. McNabb (President); Warren Andrews (vice-president); Harry Hollinsworth (Honorary President).

would pay the fees of that body and attend the annual convention in Chicago.

To this objections poured in thick and fast. Unanimous opposition was expressed in the first place to a merger, as the identity of the Canadian body would be destroyed. The greater expense of a trip across the border was another serious difficulty. A third was the doubt as to whether the actual assistance from the larger body's gathering would be as great as before a smaller in Canada.

A threatened disruption of the National did not tend to support for the affiliation proposed. Both Mr. Nowak and Mr. Hees were inclined to think that New York members would break away from the parent association and form an eastern one, with a separate convention, and probably an entirely separate organization, on the grounds that "the manufacturers were running the National." In that case Canadian members might prefer New York to Chicago.

Mr. J. A. McNabb, later elected as president, led the opposition, and was supported by Mr. Thompson, Mr. Greenhill, Mr. Andrews, Mr. Hess, Mr. Nowak, a representative of The Dry Goods Review and others.

"The Canadian Association must stand on its own feet," said Mr. Greenhill. "So far as a meeting place is concerned, Toronto is by far the most central."

Mr. Maude declared that there were 500 men in Canada who should be members. He had noticed a great deal of improvement in window dressing since last convention.

"Not for the world should we let the Canadian end drop," maintained Mr. McNabb.

"The cost of the convention is exceedingly small when the results are considered," Mr. Hollinsworth maintained. No merchant in Canada should question the cost of sending men to the convention.

"Keep your local Association," urged Mr. Hess.

Finally the idea of amalgamation was voted down, and a business committee chosen to discuss the financial and other aspects of the convention and the Association in general.

The members were: J. A. McNabb, Peterborough; F. J. Thompson. St. Thomas; W. C. Greenhill, Brantford; H. Black, Dry Goods Review.

These later in the day brought in a report embodying the financial statement of the secretary-treasurer, Mr. Maude, and recommending the election of officers for the coming year. The financial statement showed that the C. W. T. had paid all expenses in its first year, and reached its second convention with a clean sheet. The expenses of this included $40 for the hall; $60 for demonstrator's expenses; $84 for "dividers"; $40 for medals, etc. It was also decided that no one was eligible for a prize whose fees were not paid up.

Election of Officers.

The elections were then proceeded with. Mr. Hollinsworth declared he could not act for another year, as did Mr. Maude, and they were allowed to retire with expressions of regret. The services of Mr. Hollinsworth were retained officially by his appointment as honorary president.

J. A. McNabb, of Richard Hall & Son, Peterborough, for several years assistant to Mr. Hollinsworth, and for the last two years window dresser for R. Hall & Son, was the unanimous choice for the office. Last year he was chosen second vice-president.

For first vice-president, Warren Andrews, of St. Thomas, was the choice, and "Eddie" Burns, of the Robert Simpson Co., Toronto, for second vice. F. J. Thompson, of W. E. Maxwell, St. Thomas, was elected secretary.

How Colors Should Be Combined

Rules to govern the window trimmer in using color in his displays —Some valuable schedules showing how certain colors can and can not be combined—The effects of certain colors on others.

A SUBJECT which should be carefully studied by display men is the proper combination of colors. The color qualities of goods are affected by juxtaposition, by daylight, by artificial light, and by colored lights. Yet these very qualities, and their appeals or lack of appeal to human interest are but little understood. It is especially important that merchants and salesmen, in arranging and exhibiting goods, should realize that a color, good in itself, when alone, remains harmonious or becomes inharmonious when shown with other colors.

While the hardware window does not give the scope for color work which is involved, for instance, in a display of dress goods, the hardware display man must, nevertheless, be well informed on the subject. "System" gives the following directions for the combining of colors.

To simplify the application of color to salesmanship the spectrum is here arbitrarily divided into three primary and three secondary colors; the mixtures being those of colored dyes or pigments and not of colored light.

Primary Colors:—Red, Yellow and Blue.

Secondary Colors:—Orange (red combined with yellow), Green (Yellow combined with blue), Violet (blue combined with red).

Gray Colors:—Yellow gray (orange combined with green), red-gray (orange combined with violet), blue-gray (violet combined with green).

All of the above colors are made darker by the addition of black and lighter by the addition of white. Any combinations of two or three primaries, with or without the addition of black or white, takes the hue of the color or colors which predominate in the mixture and all the colors of merchandise may be analyzed by the above rules and the deductions applied in the manner described throughout the various tables and the article.

The effect upon black when placed next to colors:

Yellow and orange make black blue; red makes black greener; green, blue and violet make black dull and rusty.

Black is always satisfactory in association with two luminous colors and is preferable to white in the following arrangements:

Red with orange, red with yellow, orange with yellow, orange with green, yellow with green.

The effect upon white when placed next to colors:

White next to red becomes tinged with green; next to orange, tinged with blue; next to yellow with blue and becomes whiter; next to violet, with yellow; next to green with red.

White adds to the intensity of all colors and is preferable to black in the following combinations:

Red with blue, red with violet, orange with blue, orange with violet, yellow with blue, green with blue, green with violet.

The effect upon gray when placed next to colors:

Same as white with the exception that it appears lighter when next to blue and violet.

Gray is preferable to black in the following combinations:

Orange with violet, green with blue, green with violet.

Effects of Contrasts of Color.

Excellent:—Normal red with blue, orange-yellow with violet, yellow with violet, greenish-yellow with violet.

Good:—Scarlet with turquoise, scarlet with blue, orange-red with violet, orange-red with turquoise, orange with violet, orange with turquoise, orange with blue-green, orange-yellow with purple, orange-yellow with blue, yellow with purple, greenish-yellow with purple, greenish-yellow with normal blue, yellowish-green with blue, blue-green with violet.

Good, but strong:—Normal red with blue-green, normal red with green, orange with blue, yellowish-green with normal.

Fair:—Normal red with green-yellow, scarlet with green, orange-red with yellow-green, orange-red with purple, orange with green, orange-yellow with turquoise, greenish-yellow with orange-red, blue-green with purple.

Strong, and hard:—Greenish-yellow with scarlet, normal green with purple, normal green with orange-red.

Poor:—Normal red with yellow, scarlet with yellow, orange-red with blue-green, orange-yellow with blue-green, yellow with normal red, yellow with turquoise, yellowish-green with purple, normal green with scarlet.

Bad:—Normal red with violet, scarlet with violet, orange with purple, orange-yellow with green, yellow with blue-green, yellow with green, greenish-yellow with turquoise, normal grreen with turquoise, blue-green with blue, blue-green with green, blue-green with yellowish-green, blue-green with turquoise.

WHERE ALL GOODS ARE PROMINENTLY DISPLAYED.

(Continued from Page 121.)

racks, etc., are used to display the large range of toys carried by the firm. Many lines of summer goods such as hammocks, croquet sets, etc., are also shown on this floor.

The woodenware department is located at the rear of the toy department and here is a large display of wringers, washers, churns, tubs, ironing boards, curtain stretchers, door mats, kitchen cabinets and many other lines of household goods. As shown in the cuts of this department a large range of brass and copper novelties, cut glass, etc., is also carried. A saleslady is employed the year round and is in charge of the department.

A cash carrier system connects this department as all others with the main office where a cash register is used to keep a record of the sales.

The stove display room adjoins the toy and household goods department. A full description of the stove department appears elsewhere in this issue. These departments are well lighted with electric lights and there are no dark corners in the store. The stock, samples and fixtures are always kept clean and attractive.

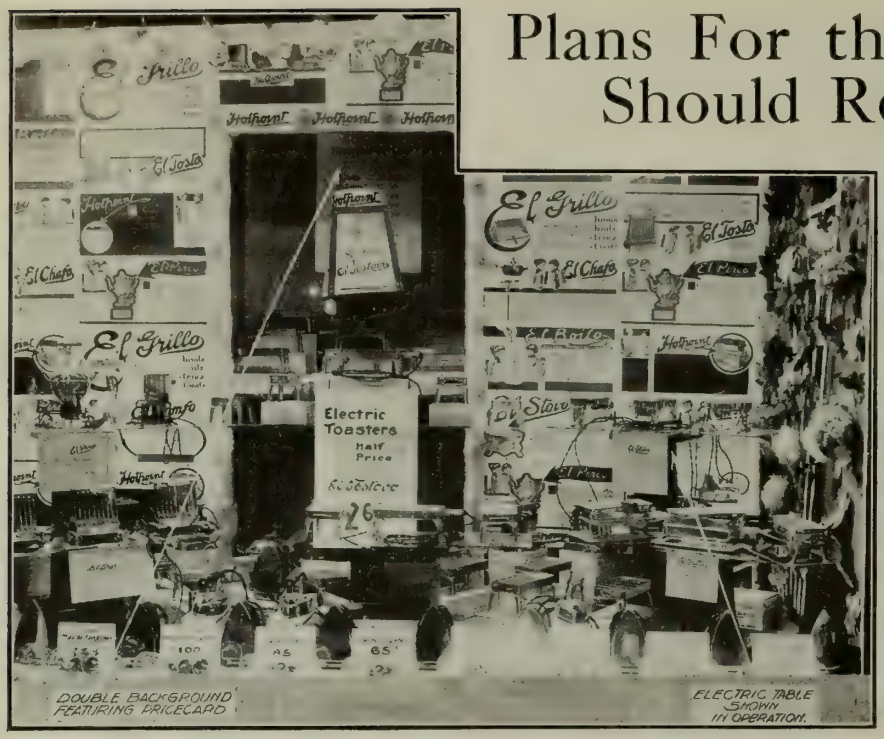
Each employee is in charge of a department and it is his duty to see that the department is kept in first-class condition.

A large number of tables are used for displaying household goods, electrical appliances and other lines. These tables are strongly built and are of a uniform size. They are all painted white and always present a clean appearance. The displays on the tables are changed quite often and regular customers never tire of looking at the goods on display, for they know that new lines are constantly being displayed.

Window displays play an important part in creating sales for the McNab store. The two large show windows are made good use of and they always contain well-arranged displays in which many of the passers-by are interested.

There are a number of pillars in the store and neat shelves have been built around the pillars. The shelves are used for displaying various lines of goods.

Prominently displaying the goods and changing the displays often together with the judicious use of price tickets has been an important factor in building up the large business of this firm.



Plans For the Fall Campaign of Should Reflect the Spirit of

The fall season is an ac man—Some ideas for se Decorative effects which trouble and expense — plays aim to make them er's sense of the practi

In the accompanying article a rev xffect the work of the window trimm starts with a rush in the Fall after and the display man must have his should be different from the variety the year. They must reflect the spi ing article, some methods of imparti able suggestions are contained also in illustrated.—Editor.

IF the people of a few generations back could look at the world to-day they would undoubtedly pronounce the present day an age of extravagance. People are now free spenders. They have more to spend and the opportunity to spend it is constantly before them. Opportunities for merchandising have multiplied many times over in the last ten or fifteen years.

The store window has played a big part in this development. After all is said and done, there is no way to create a desire for goods like showing them. Put the goods out where people can see them and sales are bound to follow. Telling people about goods—through the newspapers—is an effective means of bringing trade but advertising must be backed up by window trims which show people the goods. In the olden days, merchants had not learned this truth and they kept their stock hidden from sight. People went without things which they would otherwise have bought and the commercial horizon was bounded by the actual needs of the people. Then merchants began to find that it paid to display goods and little by little, display methods developed until to-day the store window has become one of the most important parts of the establishment. And the growth of demand kept pace with the development of the display idea. The store window to-day has a great deal to do with the readiness the public displays to buy what pleases it. The person who walks ahead without looking to either side, seldom departs from the path of parsimony. Those who glance at the store windows, see things they want—and buy them.

Window trimming should be placed on a par with newspaper advertising. It is in many respects quite as important and essential.

The Fall Campaign.

The fall is one season of the year when special attention should be paid to dressing attractive windows. During the summer, when the hot sun beats down on the pavements, people do not care to lag on their way and they do not as a general rule, show as much interest in store displays. But when fall arrives, with its invigorating coolness, people began to take a redoubled interest and an attractive store window will be sure to win a lot of attention.

The fall windows should be made dis-

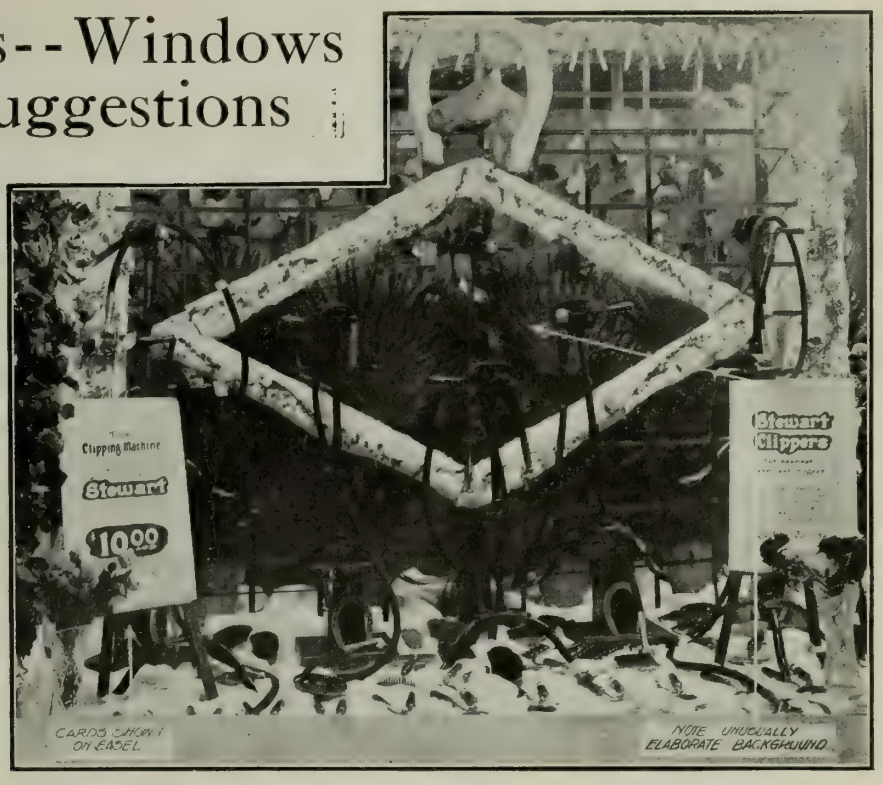
Make good use of lithographs and manu facturer's helps, in dressing windows They not only brighten up the window, but add salesmaking force.

A comfort window makes a good Fall trim. Show a grate in corner with fire, represented by electric lights and red tissue paper. Make display of brass grate fixtures, kettles, etc.

Window Trimmers--Windows the Season--Some Suggestions

tive time for the display
asonable backgrounds—
can be made with little
In planning store dis-
appeal to the custom-
cal.

iew is given of conditions as they er in the Fall of the year. Business the partial relaxation of the Summer work up to the mark. Fall displays served to the public at other times of rit of the season. In the accompany- ng this spirit are outlined. Admir- the displays with which this article is



tinctive; they should reflect in subtle ways the spirit of the season.

The resources of the window trimmer will be taxed to the utmost to give each display its distinctive setting, and he will find it will serve him in good stead to start in at once to plan his fall campaign.

He needs to bristle with new ideas for it is the fall series of openings that in reality seem to make the store spring into life; they are in reality, the beginning of the new store year. Summer with its haphazard trade is passing; the lethargy of heat is thrown off by the purchasing public; their renewed energy stirs them to look with a new vim not only at their own work, but all the numerous sides of their environment, of which your store will form one. Be ready to answer the challenge they will

(Continued on page 151.)

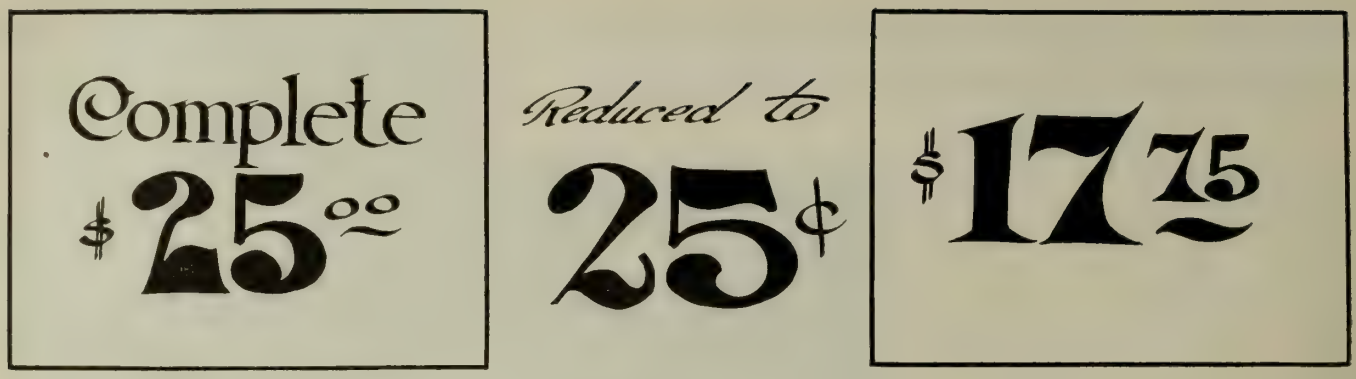
Many stores this Fall will show an advance in the use of scenic panels in filling various types of screens. The advantage of these is that the framework of the screen with its attachments for displaying the goods can be used over and over again simply by changing the panels to suit the occasion, and the colors on the frames themselves.

Do not use same price cards long.

The illustrations shown in connection with this article are of windows dressed by Chas. H. Smith with the J. H. Ashdown Hardware Co., Calgary.

The horse clipper display was entered in a contest held recently by the Chicago Flexible Shaft Co., securing fourth prize, the only one in Canada among the winners. The background effect was the main feature in this display and considerable time was spent on it. A large arch was built out from the back and, hanging in the centre of the arch was a diamond shape on which were several electric lamps. From the diamond to all sides, black ribbons were stretched, marking off the space into squares. The bottom was covered with white cheese cloth. A number of clipping machines were placed on the floor and on pedestals. A large number of gilded horseshoes were used around the bottom and on the arch.

The photos of electrical household devices were entered in a contest held by the Hotpoint Electric Co. and carried off first prize, this being the first time that this prize has been won in Canada. The details of the construction of these windows can be seen from the photographs. The various lines were shown on glass shelves, supported by pedestals.



Suitable Show Cards for Hardware Display

Hardware cards should not be flashy — A neat white card with black lettering makes the best combination—Cards can be done in short time by member of staff—Something about the importance of show and price cards.

Written for Hardware and Metal by Osborne E. Edwards.

IT is rightly said that the showcard is a silent salesman. A piece of card board, attractively lettered, will sometimes sell more than the most voluble salesman.

Newspaper advertising serves the extremely valuable purpose of getting the people into the store; the price cards will help to do the rest. A farmer comes into the store for a hammer and, before leaving, he sees a bunch of axe handles with a card marked: "Special to-day, 15c." An axe handle never comes amiss to a farmer. He inspects them and finds that they are extra good value. He buys one. Despite the fact that he needed an axe handle, he would never have thought to buy one if the price card had not been there to prompt him.

Walk through a large departmental store and carefully scrutinize each counter. Price cards confront you at every turn. Each article in view has a card above it which, figuratively speaking, calls out to the passer-by, "You can get me for 25 cents. I'm well worth the money." A person goes into the store to buy one article and comes away with arms loaded with parcels. If the departmental stores were to take in their cards and leave the goods without any price indications, sales would, one feels safe in asserting, fall to a mere half of the regular volume.

In most departments, the cards are the salesmen. People see the selection of goods and consider the prices. They make their selection and hand it over to the clerk to wrap. It keeps the clerk so busy wrapping up that he has no time to devote to selling goods. The cards do it for him. Ever present at a special sale of enamelware, for instance, in one of the large stores? The human salesman has no chance to work in one of these rushes. Salesmanship must be of the instantaneous order. A glance at a price card suffices.

Cards in Hardware Stores.

It follows that the importance of the price card is rapidly being recognized. In the majority of hardware stores, however, the card has yet to win its full measure of recognition. Three-quarters of the hardware stores in Canada use comparatively few cards; and consequently, are losing a certain percentage of business which could be secured.

Cards Needed in Windows.

Although there are still some who do not believe that prices should be shown in window displays, the number is becoming small and every day finds the

preponderance of proof piling up on the other side. There are certain classes of displays where it is not advisable to quote prices but they are the exception rather than the rule.

Test the truth of this out by an experiment. Suppose that you have made a special purchase of preserving kettles and are anxious to clear them out. Make a window display, showing an assortment of the kettles but without quoting prices. Leave the display in for a couple of days. If the weather is propitious during that time, a number of sales will doubtless have been made. Then put price cards in the window and leave it for two days more. If the price you quote is a fair one, the result will be an increase of at least 100% in sales.

The objection that some hardwaremen urge is that, having once seen the price in the window, people will not come into the store. This occurs only where the prices quoted are high and unattractive. The merchant who offers his goods, at a fair price need never anticipate danger from that source.

Difficulty Eliminated.

Some hardwaremen believe in show and price cards—rather passively perhaps—but are deterred from using them through fear that they would prove hard to secure. In reality, no great difficulty need be experienced in getting suitable cards. With a certain amount of practice, a member of the sales staff could turn out creditable cards in sufficient volume to meet all needs. It would be in the interests of every hardwareman to interest salesmen in show card writing, even to the extent of purchasing the necessary supplies such as books, brushes and pens.

Neat Cards the Best.

For use in the hardware store, cards should be done in neat style; and this is one reason why it should not be hard for merchants to get suitable cards prepared by some member of the staff. Flashy cards should not be used for hardware. If it were a display of fall millinery or a showing of the latest imported models from France, a card in various colors with elaborate decorative effects would be required. For hardware, use a plain white card with black lettering on most occasions. A border will give a more finished appearance. Decorative effects can be introduced at times, such as elaborate initial letters, silhouette drawings, etc. Colors can also be introduced on occasions, although the color idea should not be overdone.

Must Be Changed Often.

The advantage of the plain lettered card is that it can be done quickly,

without giving the appearance of hasty or imperfect work. And it is essential that the work should be done rapidly for the cards should be changed regularly. Never let a card stay up any longer than can be helped. A soiled card is worse than none at all.

Description of Cards.

The large cards reproduced can be used for a special sale display either in window or store interior. The three smaller cards are for pricing stoves or other articles of large size. The small cards are for whips, cutlery or smaller articles.

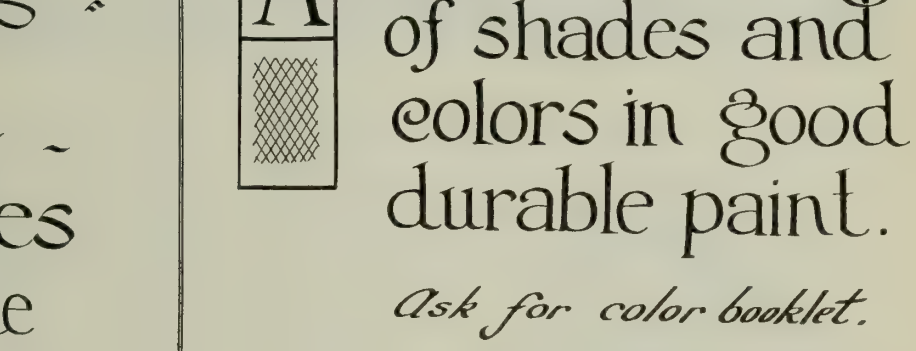
The larger cards are done on white board, the original size being 11 x 14. They may, however, be made either larger or smaller as may be desired. The house-cleaning card is brush lettered, the style of lettering being known as the "Bradley." This style is easy to acquire and gives a good appearance for the length of time required. No rule can be set down to follow in lettering this style as nearly every cardwriter has a different way of doing it.

The card for builders' supplies is lettered with a 1½ Soennecken pen and brush. The card for heaters and ranges is also lettered with a Soennecken pen, two sizes being used. A double ruling pen is used for the border.

In making the paint card, a 1½ size pen was used but the small lettering at the bottom was done by a number 3.

The original size of the three price tickets was 7 by 5½ inches. Both the wording and prices were done with the Soennecken pen. This style of card is used by the best stores for pricing goods in windows.

The small cards are outlined with a double ruling pen, except in the case of the 5 cent card, which was done with a small brush.



Advertising should be considered as part only of the science of business-building. No man should expect advertising to do more than attract the buyer, and convince him that the advertised article was the thing he needed. That was the function of advertising.

OUTLOOK IS PROMISING

ALTHOUGH it is too early as yet to make any prediction as to the volume which 1913 stove trade will reach, it can be stated that the outlook is very bright. Stove manufacturers are full of confidence, despite the fact that business just at present is not as heavy as has sometimes been the case at this time of year. They feel assured that the near future will bring an augmentation of activity and increase the year's business to record proportions.

The year started out most satisfactorily. For the first quarter, most of the stove manufacturers found that their business was running well in advance of the amount done during the corresponding period in 1912; and the preceding year had been a monumental one in the stove business. Then the pinch of money was felt and retailers begun to fill their requirements on a basis dictated by produce rather than confidence in future conditions. Buying has been done from hand-to-mouth more or less ever since.

Now, however, fall orders are being placed in splendid volume and it begins to look as though general confidence had returned. As soon as the fact of a bumper crop has been established, there will be no holding the stove business. Demand will come with a rush, augmented by the semi-slackness which has prevailed for the last quarter of a year. By the time that the end of the year rolls around, the total volume of business done in stoves should show an increase, even over the magnificent total of 1912.

* * *

SHOULD GET STOCKED UP

A TENDENCY is noted again on the part of the retailer to defer shipments until early fall. We say 'again,' because this has been a common failing in past years. This year, the tendency has been strengthened by the fact that money has been very tight and many retailers, as a result, have been feeling inclined to go easy and defer stocking up until they have found "how the cat is going to jump." It is now an accepted fact that the fall will see a decided improvement in business conditions. This will mean a sudden and almost feverish resumption of business, when merchants find that the public is out to buy as freely as ever. There will be a clamor for stove shipments at a time when the manufacturers are swamped with business; and some of the late arrivals on the market will have to wait. It is just possible also that some of the manufacturers, having been inclined to fear the worst earlier in the year, will not have stocked up in anticipation of heavy repeat orders. With heavy fall trade assured, there is a possibility of shortages in some lines as it is, a possibility which will become a distinct probability if retailers continue to defer shipments. The more the delay now, the higher the peak load of activity with the stove manufacturer will be later on.

* * *

MUST WATCH CREDITS

MANUFACTURERS are practically unanimous in urging that retailers should watch their credits very closely this year and, for that matter, in all future years. The stove business is a credit business largely and, when money is scarce, stove collections fell the stringency early. Impecunious persons stop making their payments when money becomes scarce. The dealer suffers and through him the jobber and manufacturer.

Dealers should, therefore, pay very close attention to the matter of credits this year. Sell on time only when investigation into the customer's record, or personal knowledge of character, has convinced him that payments will be met promptly and without fail. Follow up payments on the nail. If a customer is slow in meeting payments, write a letter calling attention to the fact. Only by rigorous measures can the stove business be made a satisfactory one during times of financial stress.

An Early Start Needed in Selling Stoves

Creeper and Griffin, Owen Sound, believe that it is wise to start the Fall campaign well in advance—Prospect lists are used — Unique publicity plan carried out by having list of satisfied customers printed in annual catalogue of firm.

CREEPER and GRIFFIN LIMITED, hardware merchants, Owen Sound, Ont., are firm believers in the old adage "An early start is half the battle." They believe that this applies particularly in selling stoves and they start early in the season to look up prospects for their fall stove trade. While they are looking for stove business during all seasons of the year, they make special efforts to obtain a large share of the fall business, starting during the month of July to look up prospects. They find that many customers begin to look around long before they are ready to purchase a stove. They keep a display of stoves in the main part of their store during all seasons of the year and it is not an uncommon occurrence for customers to ask for information regarding the stoves many months before they buy. The purchase of a stove occurs only a few times during the lifetime of some customers and they, as a general rule, do not make a purchase on the spur of the moment but look around carefully and examine the lines which they see displayed or advertised. The impression these prospects receive regarding a line of stoves is generally imported by the salesman. If a customer gives a hint that he will be in the market during the fall for a stove and the salesman has a stove already on display to show the customer, the clerk can make a much better impression on the mind of the customer than if he has to tell him that they will have a nice line of stoves in during the fall and asks the customer to call then and see them. The firm here mentioned find that, by always having a display of stoves set up, they can start right into talk stoves as soon as the customer intimates that he is interested. They also take the name of the prospect and the interview is followed up by personal letters and literature regarding the style of stove in which the customer is interested.

E. J. CREEPER.

The two members of the firm have made a close study of stove salesmanship and believe that, by getting an early start, much good missionary work may be accomplished before the busy fall season sets in.

Newspapers also play a prominent part in the stove campaigns of the firm and they believe that many prospects may be drawn to the store by this method of publicity. Advertising is started early in the season in order to arouse interest in the stove business. The store windows are also used to good advantage in displaying stoves and the firm have found that an attractive window display will create many enquiries.

A thorough knowledge of the goods is also an important essential in making a success of the store department. Too much technical information often confuses a prospect and causes him to lose interest in the line. It is a good idea to have all this information for there are a few customers who make a close study of stoves and will desire technical information. The average purchaser, however, relies to a great extent on the dealer and if the latter can give a clear and concise talk on the line he is selling the chances are that he will make a good impression and gain the interest of the prospect. It is important that the dealer himself believe in the efficiency of the line he is selling or the chances are that he will not make a very great success as a stove salesman.

The Creeper and Griffin firm also believe that it is important the sample stoves be always bright and clean. They do not allow their sample stoves to become covered with boxes or merchandise. The stoves are always ready to show without delay. This is an important point as it is very annoying to have to move a pile of goods from the top of a stove before it can be shown to a customer. The firm makes good use of the literature supplied by the manufacturer and they find that with proper use it helps them to get business.

Proving Satisfactory Results.

Seeing that purchasers are satisfied with their purchase is also a factor that is not overlooked by the firm. They figure that a satisfied customer is a good advertisement and they make it a point to see that all purchasers are well satisfied and have no complaints. They are then able to refer prospects to purchasers without fear of the latter knocking future sales. Listing stoves with prices in their catalogue is another plan adopted and from which they state they get excellent results. The firm issue a catalogue of spring, summer and winter lines. Their 1913 catalogue is their sixth annual one and consists of 64 pages. One section of the catalogue is devoted to illustrating, describing and pricing stoves, ranges and stove accessories. This catalogue is distributed throughout the city and country districts and the firm state that they receive many enquiries for stoves and other lines as a result.

G. N. GRIFFIN.

On the back page of the catalogue the firm give the names of one hundred and twenty persons in and around Owen Sound who are users of stoves purchased from the firm and who are willing to give their experiences as to the results obtained from the stoves they have purchased.

An early start to look up prospects, advertising and a thorough knowledge of the goods backed up by satisfied customers to whom they can send prospects are said by this firm to be among the important factors that have helped them to build up a large stove trade in six years. Regarding the prospects for the coming fall the firm say they are very bright and they expect a large volume of business in the stove departments.

Show Stoves in a Separate Department

McNab Bros., of Orillia, Have Found That This Pays Them—Customers and Salesmen Are Not Interrupted When a Deal Is Being Put Through—The Stock Can be Shown to Much Better Advantage Also.

DID you ever get a prospective stove customer interested in a certain stove and just as you were about to close the sale have your hopes shattered by being interrupted by some person who was not at all interested in the matter in hand? No doubt you have had this experience and it is not a pleasant one especially after you have expended considerable time and effort in getting your prospective purchaser interested and convincing him that the stove you are selling is the one he should purchase.

Did you ever notice how much more interested a prospect becomes if there are no other customers in the vicinity of the stove department and nothing to detract his attention from the line you are trying to sell? It is unfortunate when a stove department is so located that customers looking at stoves are continually being disturbed by other customers passing to and fro. It is desirable that stoves should always be on exhibition and it is to be regretted that, in order to do this, it often means that it has to be done at the expense of constantly interrupting conversations between the salesman and his prospective purchaser.

To overcome this some firms have arranged special show rooms for displaying stoves. Some dealers claim that when a special show room is used, the general public do not have an opportunity of seeing the goods to the extent that they do if the stoves are exhibited prominently in the main store interior.

On the other hand there are dealers who claim that, if a merchant has a special show room for stoves and advertises the fact that he has such a place, he will receive many more enquiries than he would otherwise. Some dealers contend that the public think the merchant who has a special stove department makes a specialty of that line and that he must have a representative line or he would not have a show room for that purpose.

There are, however, many stove dealers with and without show rooms who are doing an exceedingly large stove trade. The majority of these firms agree that the salesman can do more effective work if he has the prospective purchaser away from other customers where there is no fear of interruption during the talk preceding the sale. They also agree that the stoves can be kept cleaner and arranged more attractively if a separate show room is set apart for the purpose. There are many firms who have not sufficient store space to allow room for such a display room but those who have adopted the idea are greatly in favor of the separate stove department.

The accompanying illustration shows the stove department in McNab Bros. store, Orillia, Ont. Stoves were formerly exhibited in the household goods department, but the firm realized the advantage of having a separate show room and, acting accordingly, they added this show room which adjoins their toy and household goods department on the second floor. They have found that it is much more satisfactory to sell stoves in the special room. There is more room to show the goods. The customer can sit down and the salesman is not interrupted when engaged with his customer.

Greater Scope for Display.

This special room also allows greater scope for the display of stoves and there is no necessity for crowding. The walls and ceilings are decorated with flat wall colors, three colors having been

(Continued on page 135.)

A view of the stove department of McNab Bros., Orillia.

Have Stove Department on Second Floor

Dunlop & Co., Pembroke, find that sales are increased by this means—Customers are able to give their undivided attention to the stock—Some ideas followed by the same firm.

DOES a woman know her own mind? Whether this question was originated in connection with selling stoves is of little consequence; it applies just the same. Dunlop & Co., of Pembroke, Ont., are inclined to think that she does not, and, therefore, have located their stove department on the second floor, where a buyer cannot question the customer next to her as to the various qualities of the several stoves which either she or her host of acquaintances have known and used.

"When we get a customer up here," states J. Stewart, salesman for the firm, "we gain their undivided attention, and so complete is our line of stoves, heaters, and ranges, that generally there is one amongst them that measures up to the standard required by our lady customer."

Located in this position, advertising the department then becomes an important feature, as the average customer entering the store is never confronted by a line of stoves in front of him. To this end early in the fall, even before the need of a little fire is felt, Dunlop & Co. arrange stove displays simultaneously in two of their windows. The one is a display of ranges, the other of heaters. Following this up by space in the local newspapers and by every sales clerk grasping every opportunity when selling other lines to introduce the stove question, they soon start the people talking. As the season advances, cool evenings and clever window displays also make a persuasive combination. In this way they work upon the people to effect a climax. During the winter season the store of Dunlop & Co. is known as one where there is a five-foot box stove, with a big drum running the length of the stove. Though there is a steam heating system installed in the building, this stove is kept not to heat up the store in particular, but more as a place where farmers may come to get warmed up after a long drive. Thus while stock is located on the second floor, stoves are continually kept before the minds of prospective customers.

In talking sales the various sales clerks keep close tab on the seeming likes and dislikes as expressed by the customer. "We know that any one of the stoves will give satisfaction," states Mr. Stewart, "and we are ready to guarantee any one of them. Then the main thing is to find out what is expected of the stove, whether it is wanted to heat the whole house, or simply to do the cooking, or both. After we have pointed out the differences for these purposes, it is pretty much a matter of the style of finish desired. Should a customer pick on one particular style, then other arguments, such as fire-box lining, lids, weight, appearance, etc., may be used. But as we guarantee any stove we handle, the main thing is to find out what it is wanted for, show stoves suitable to these requirements, and then draw out the particular features of the stove to which the customer appears most favorably disposed."

SHOW STOVES IN A SEPARATE DEPARTMENT.

(Continued from page 134.)

used The floor of the show room has been painted with special floor paint. Incidentally the paint used in decorating of the show room is often drawn to the attention of customers in that part of the building. Electric lights are also used, five drop lights being suspended from the ceiling. Stoves, ranges, mantels, and refrigerators are shown. Chairs are supplied for customers.

In the rest room which is located in the toy department, the firm have set up a heater. This heater is kept going continually through the winter and the rest room is used to a large extent by farmers' wives. Needless to say they appreciate the rest room and they also notice the stove with which the room is heated. This stove has proved to be a good ad. for the firm.

A large and attractive sign down stairs in the main store interior informs customers that there is a special show room for stoves on the second floor.

TO MAKE IRONS IN CANADA.

The McClary Mfg. Co., London, Ont., have secured the right to manufacture the "Iwantu" gas iron, exclusively for Canada. The Iwantu is a gas-heated iron which can be attached to a gas jet or to a tap on gas range.

A "SAFETY SHOOTER."

Hall & Cross, Ltd., 80 Chancery Lane, London, Eng., are introducing into Canada their "Walden" pistols. It fires with a report equal to that of the weapon it imitates, but without any dangerous results—the end of the barrel being blocked. The makers claim that no license is required to carry one as it does not project a missile. It is said to be useful as a burglar scarer and also for dramatic purposes, starting races, etc.

When you go after business, clear the selling desk of your store battleship of everything that impedes your progress. Wash your show windows, and put in them an attractive display of seasonable goods, rearrange your stocks and showcases, carefully arrange your campaign, have every selling argument on the "tip of your tongue."

The Dealers Position on Furnace Installation

He should refuse to put in furnaces which are too small to adequately heat the house—Cutting prices is a practice which creates a loss for everybody but the speculative builder.

THE heating and ventilating problem is a vital one when considered from the standpoint of human health and there is probably no branch of engineering science more concerned with health and comfort than heating and ventilating.

Despite the fact that it is a vital problem there are people who treat the subject lightly and the heating and ventilating of their homes is done in a haphazard manner. One of the chief sources of complaint is from tenants of houses which have been hurriedly erected for speculative purposes. There are many builders who put up houses of this description only. Their main idea is to make a quick sale and they do not regard the health of future tenants in the house. Little attention is paid to the installation of furnaces. In many cases their chief aim is to have the furnace installed as cheaply as possible without the proper regard for the quality of material or workmanship employed.

Unfortunately there are some dealers in the trade who cater to customers of this kind. There are some dealers who regret that they have to cater to customers who want cheap furnace jobs, but their plea is that if they do not take the job at a low price someone else will get it. The cheap jobs which are so numerous are the result of keen competition. It is unfortunate indeed that the health and comfort of so many tenants of houses should be trifled with in this manner. Many purchasers of houses, which have been built for speculative purposes, find to their sorrow after purchasing that their heating plant is very inefficient. In many cases the fault does not lie as much in the furnace as in the manner in which it is installed. Many flagrant violations of heating laws may be found in looking through some buildings which have been erected during the past few years under the "building cheap" plans.

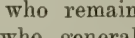
One of the most regrettable features is the fact that a good furnace of a reliable maker is often unjustly condemned by the user as a result of the user not getting the results he expected. In many cases the furnace is all that could be desired but the installation is entirely wrong; the furnace even may be placed in an entirely wrong position in the basement of the house.

Another instance in which a furnace is very often unjustly condemned is when the user does not possess the proper knowledge of how to run the furnace. Some dealers and also many property owners are very lax in their methods of instructing tenants. Insufficient knowledge on the part of tenants has often resulted in them condemning a good furnace.

On the other hand, there are furnace dealers who will not cater to the builder who is looking for cheap workmanship and cut prices. These dealers believe, and rightly so, that the heating science is one that requires a large amount of study and that, if good and satisfactory results are wanted by the purchaser, it is necessary for him to pay a reasonable figure. These dealers reason out the problem with prospective purchasers and endeavor to show them how it will pay to install a heating system that is sure to give satisfaction. These dealers realize that in the cut-price jobs there is little or no profit for the dealer and seldom satisfaction for the customer. A furnace dealer is entitled to a reasonable profit on his material and labor and it is more satisfactory to have one job with a reasonable profit than to have two or three jobs and no profit. Better a small turn-over with profit than a large turn-over with no profit. The dealer who charges a reasonable price and does good work, has the satisfaction of knowing that he has satisfied customers, and you will generally notice that he is the dealer who remains longest in business and who generally closes his business career with a goodly share of this world's goods and a large number of installations that are a credit to his firm. The man who works cheap, uses cheap material and pays no attention to heating and ventilating laws, cannot expect to build up a successful business or a large bank account. Unfortunately he is sometimes able to make matters rather unpleasant for the dealer who conscientiously tries to give satisfaction and value to purchasers of heating equipment.

An Improvement Noted.

There appears to be an improvement in the trade, however, and the general public appear to be in a more receptive mood for receiving information along these lines than they have ever been before. The lack of information on the part of purchasers in regard to heating plants and heating laws is very noticeable and much educative work along these lines can be accomplished by the dealers. Manufacturers supply much valuable and interesting information for their clients and this information, if properly used, will aid the dealer to a great extent in influencing prospective customers to pay a good price for a good article rather than to look for something cheap. The united efforts of all the dealers to induce builders and house-owners to pay legitimate prices and obtain good workmanship would soon help to dispose of many of the complaints which are now being advanced from many places. But the duty of the dealer does not end when he installs a furnace. It is also his duty to instruct the users of the furnaces as to how it should be used. It is very unfair to the manufacturer for a dealer to install a furnace, and employ poor workmanship in installing or leaving the users of the furnace in ignorance of the manner in which it should be attended to thus giving the user of the furnace a chance to condemn it when the fault really lies in the manner in which the furnace is installed. Another fault which should be guarded against is that of supplying furnaces, the capacities of which, are too small for the buildings in which they are to be used. Heating and ventilating is a science and all persons interested in this line of business should do all in their power to advance heating and ventilating from a mechanic's art to a science.



The idea of displaying stoves at their local fall fair, has been successfully carried out in many centres. Even at some of the larger fairs, city stove dealers have found it profitable to take booths for the display of the line they handle.

* * *

To solder steel to cast iron, first copperize the cast iron surface with vitriol. It is necessary that the cast-iron surface be thoroughly cleaned and polished before the vitriol is put onto it. After having applied the vitriol, allow the surface to dry thoroughly and then solder the steel to the copperized surface, the same as in ordinary soldering.

* * *

It is becoming more and more apparent that the hardware store is one of the best mediums for the sale of electric light fixtures. Dealers who formerly "fought shy" of this line, have within the past year awakened to the fact that there is a splendid opportunity for trade, and have gone into the fixture business with highly satisfactory results.

Stove Improvements and Innovations

NEW GURNEY FURNACE.

The Gurney Foundry Co. are offering the trade their new line of stoves for natural and artificial gas for both heating and cooking purposes. Another addition is their No. 1836 furnace.

The firm have recently published a new stove price list and repair book, descriptions of which appeared in a recent issue of Hardware and Metal.

NEW McCLARY BASE BURNER.

The Gladona base burner is a new production of the McClary Mfg. Co., London, Ont. The company call their new production a "house heater" not a "room heater." Among the features in the new heater are the following: The fire-pot is removable, grates easy of access, standard two-flue construction, latest duplex grates, automatic magazine cover which opens the inside lid, heavy nickel trimmings of handsome design. It is claimed that the new heater presents a handsome appearance and can be sold at a moderate price.

NEW STEWART LINES.

The James Stewart Manufacturing Co. Woodstock, Ont., are offering the trade their Good Cheer steel range in the 16-inch oven size. This range No. 49-163 is the smallest of a line of four sizes which the firm are now making.

The company are also offering a new line in the "Good Cheer" patent register extension. A warm air pipe is, in a sense, similar to a chimney flue, but the latter has the advantage of a perpendicular position, which indicates a draft, while the warm air pipe has to contend with angles and turns and all degrees of slope from the almost horizontal to perpendicular. The claim is made that with this register extension the difficulty with the horizontal pipe run is readily overcome the user thus made possible inducing the suction necessary to the easy flow of the warmed air. Another point claimed by the manufacturers is, that with the register thus elevated, the return cold air face may be placed on the same side of room as register, or almost immediately under it if desired, with the result that a natural and free circulation is thereby established, and as it often permits the use of shorter and more direct cold air ducts, less friction in the air movement and consequently higher efficiency is apparent.

The extension plates are made in a variety of sizes, and of attractive design in oxidized copper finish.

NEW DOHERTY RANGE.

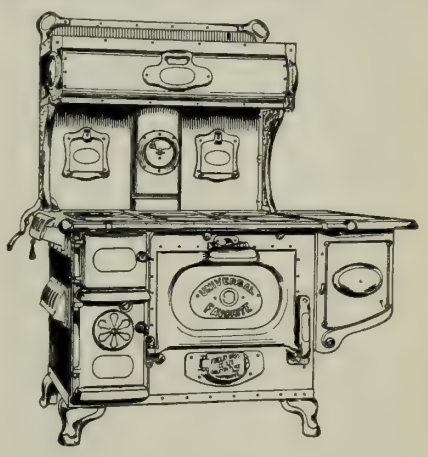
The Doherty Mfg. Co., Sarnia, Ont., are offering the trade a new cast iron range. The design is plain and nickel parts are removable. The range is equipped with raised broiler top, and grates and fire box linings may be easily removed. Special attention has been paid to the flue constructions so that the heat in the oven may be properly distributed.

NEW PERFECTION RANGE.

The James Smart Mfg. Co., Brockville, Ont., are offering the trade their new Prize Perfection Range. This range is claimed to be a popular priced range of high merit that will give good satisfaction with either hard or soft coal or wood. On account of the many kinds of fuel for which it is adapted it is claimed to be a stove which will appeal to users in all sections of the country.

RANGE IN NEW DRESS.

The accompanying illustration shows Findlay Bros.' Universal Favorite Range in its new dress. The new finish embodies several features which the makers state add considerably to the



appearance of the stove. The growth of Findlay Bros. business during recent years is best indicated by the fact that this year they have erected a new foundry 175 feet long, 80 feet wide of steel construction. Last year this firm expended $25,000 on a new 3-storey warehouse, boiler house and cupola. The new foundry will practically double the present capacity and will provide room for 50 moulders in addition to the present staff.

NEW BLAZER FURNACE.

The Enterprise Foundry Co., Sackville, N.B., have made a number of alterations in their Blazer furnace. They are now making it the same diameter at top and bottom. They have constructed a new smoke box at the rear with a large collar and clean-out. The side clean-outs have been removed. The firm are issuing a booklet illustrating and describing the furnace with the new features.

Although the bulk of the business in wire fencing is done in the spring, there is always a brisk demand during the fall months. With his crops in and harvesting over, the farmer has an opportunity to turn his attention to fencing, and, if the fall weather proves at all favorable, a great deal of it is always done. It will pay the hardware dealer then, to endeavor now to get his country customers interested in the subject and to show the stock he is carrying.

Fall is Good Time for Outside Painting

Wooden surfaces have become thoroughly dried and cured through exposure to the sun, and absorb the paint more readily — Best results can be secured by painting in fall for that reason.

WHEN a customer hands over $5.00 to the hardwareman for a supply of paint, he is sure to get at least $10.00 back in value. Buying paint is not an expenditure; it's an investment.

Paint demonstrates its value in many ways. It improves the appearance of the building or article on which it is applied. More important still, it increases the life of the building or article. Paint serves as insurance—insurance against decay and depreciation from exposure to the sun and the elements.

The strongest talking point in regard to paint is its preservative qualities. Show a man that a fresh coating of paint every two or three years will add ten years to the life of his home, that $10 spent on paint saves $25 on repairs later, and he will soon be converted to the necessity of periodical painting.

When this point has been mentally digested, the reason becomes very apparent why the fall is the best time for outdoor painting to be done. If its preservative quality is paint's strongest point, then the time when that quality will be made the most of is the right time for paint to be applied.

Surfaces Are Right.

In demonstrating that fall is the best time for outdoor painting, we could not do better than quote from an article on the subject by H. E. Mihell in last year's fall special number of Hardware and Metal. This article read in part:

To obtain the maximum results not only must the paint be considered, but the proper preparation of the surface over which it must be spread must be attended to, and the most seasonable time for its application must be taken into account.

The lumber or timber in any property is vastly more in need of a protecting coat of paint throughout the winter and early spring than at any other time of the year.

Melting snow, sleet, moisture and frost are driven into the crevices and pores by the heavy winds prevalent at these seasons. These seasons are characterized by a minimum of warmth and sunshine with which to thoroughly dry the timber when it becomes saturated with such moisture. The dampness of this sort is given the greatest opportunity to develop rot, fungi, and other disintegrating influences in the otherwise unprotected pores of the wood. The hard driving winds of these seasons are permitted to exercise their maximum abrasive influence upon these exposed surfaces.

Will Repel Elements.

A good coat of paint applied in the fall protects and repels all of these destructive elements.

No mechanic can prepare a surface better for painting than a summer sun, so far as removing moisture is concerned and drying up the natural saps of the tree. In the fall the lumber becomes thoroughly seasoned, the surface and body are completely dried and the pores of the wood thoroughly opened, rendering it absorbent and receptive to the preserving liquids of the paint. They are equally receptive to moisture, and if the preserving paint does not get there first, moisture will, with all its detrimental results.

Apparently there is a prize competition among lumbermen to break the speed record with which lumber can be driven through the dry kiln. The result is that lumber lacks totally inadequate curing; it may be rid of actual moisture, but the natural saps of the tree do not become cured. "Old Sol" seems alone capable of overcoming this difficulty and always renders the best job. Until the repelling influences of these juices have been disposed of it is useless to apply paint with any idea of obtaining proper results. It is therefore prudence on the part of the builder to leave the painting of buildings erected in the spring or summer until fall.

Why it Wears Longer.

There is as much logic in paint and painting as in any other science or industry. One thing leads to another and the point made above leads to one equally as important from an economic viewpoint. Owing to the increased capacity of the wood cells to receive paint in the fall, the paint liquids are enabled thus to penetrate deeper, to fill the cells more completely and take a firmer grip on the wood. Naturally this increases its tenacity of hold giving it the power to wear a great deal longer. It also increases the distance between the unfilled cells of the body of the wood and the disintegrating influences of the external elements.

Actual practice has produced the above deduction and has proved that fall painting gives better preservative results.

It has become an established thing for most people to accept spring as the painting season and many dealers do nothing to persuade them that the fall is, in many respects, the logical time. They are content to make paint a one-season line more or less when they could spread it over other seasons and materially increase their yearly output. It is not intended to imply that the hardwareman should endeavor to transfer

(Continued on page 150.)

Display in window of May Bros., West Toronto.

Proving the Worth of the Paint Department

How the junior partner of the firm of Hempstead & Son convinced the senior member that handling paint was a profitable undertaking—Securing work from the contractors—Breaking down the competition of hand-mixed paint.

"WELL, Jimmy," said Cyrus Hempstead, to his son, "I think we had better get out of the paint business. There's nothing in it."

"There should be lots of business here," said his son. "There are twelve thousand people in Hamelville and only two other dealers besides ourselves handling paint. And when you come to think of it, only about half as much paint is used in this place as there should be. We ought to be able to sell twice as much paint as we've been doing.

"You always were a great hand to argue, James," said Hempstead, "and you always argue the opposite to what I say. What's the use of you contradicting me when the figures are there to prove I'm right? I tell you, we haven't sold $10 worth of goods in the paint line in the last three weeks."

"I know we haven't," said Hempstead, jr., "but that doesn't say that we couldn't. The trouble is that we haven't been going at it in the right way."

"Will you find the right way?" asked the father.

"I think I can. Just give me several weeks to devote to the paint end of this business alone and I'll prove to you that it's worth keeping."

"If self-confidence will get a man to the top, you'll be prime minister before long, son," said Hempstead. "I've had thirty years' experience in hardware and I've never been able to sell much paint in the fall of the year yet. You've had four years of it and here you go starting out to do something that I haven't been able to do."

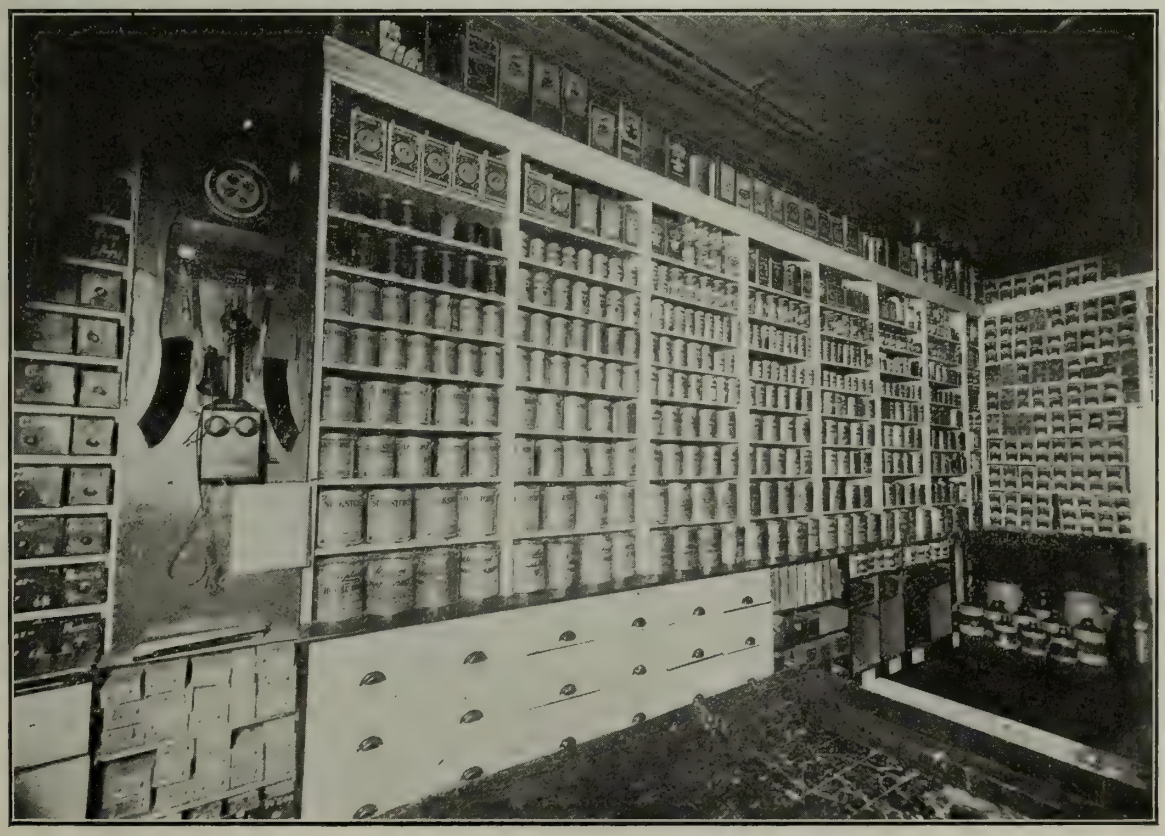
"You didn't go at it right," retorted his son.

"How could I?" said the other, shrugging his shoulders. "I didn't have the benefit of being brought up in a pool-playing, cigarette-smoking age and so didn't have a chance to acquire the smartness which all youths have nowadays."

Arguments of this kind were daily occurrences between Cyrus Hempstead who was comically corpulent and sadly short-tempered, and his son, James, who had been admitted into partnership two years before after a college course. Usually, however, they ended in the son's quietly subsiding and letting "the old man" have his way. This time he intended to stick to his point.

"I've found out why we don't sell more paint," he said. "The master painters have been getting it all. They tell people that hand-mixed paint is better and cheaper and consequently they are getting all the business. Now what we've got to do is to show people that the ready prepared paint is the best from every angle."

"Is that all we've got to do?" asked his father, raising his voice. "That ought to be just as easy as it is for a Grit to get elected in Toronto. All he



A view of the paint department in the store of Ed. Worden, Weyburn, Sask.

would have to do would be to turn over 5,000 Tory votes. Just a half hour's work. We have a great chance to prove that prepared paint is the best. I'm not sure that it is myself."

"Why it stands to reason. Science has shown us that."

"Science," snorted the father. "The word hadn't been invented when I started to sell paint. Common sense was all we had."

Jimmy strode away, not deigning to finish the argument. The next day he went over to the city hall and got a list of all the building permits. Armed with this he started out to make some calls. The first man he approached was a contractor who had built several score of dwelling houses in the city during the year.

"You have several houses nearly finished in that row on Grant street, I see, Mr. Hodson," he said. "Let the contract for the paint, yet?"

"I guess Green will do it," said Hodson. "He has handled nearly all my work."

"He mixes his own paint, I suppose," said Jimmy. "Are you building those houses as an investment or to sell?"

"I don't intend to sell. I'm going to hang on to them and rent. Why?"

"I was wondering why you would be willing to take just a chance as to have them painted with white lead and oil, when you intend to hold them yourself."

"I don't see much chance in that," said the contractor.

"Have you ever stopped to consider that to get the best paint there must be a certain proportion of each ingredient? Now how can the painter, who mixes them up by hand, get just the right proportion? He goes largely by guess work. The paint manufacturer has a certain formula, which he has found by years of experience and elaborate tests to be the proper one. The paint is mixed by machinery according to that formula. Not a grain too much of one ingredient gets in and not a drop too much or too less of another. Then it stands to reason that machinery can mix paint more thoroughly than it can ever be done by hand."

"Well, there is something in that," said Hodson, "but look at the difference in the price."

"What does Green do it at?"

Hodson told him.

Jimmy brought out his pencil and did some figuring. "Linseed oil is very high just at present," he said. "If Green gets the job at that figure, he won't be able to use pure oil. I have the figures here to prove it. You know what the use of doped linseed oil means."

The contractor began to show a lively interest.

"You say Green has done most of your work. How is it holding out?"

"Well," admitted the contractor. "It hasn't proven any too satisfactory on some of my houses."

"And Green knows his business at that," said young Hempstead. "The fault must have been with the paint."

Several days after that, Hempstead secured a contract from Hodson for several hundred dollars. He showed it to his father and the latter departed from his usual custom sufficiently to pat his son on the shoulder.

"Keep it up, my boy," he said. "You'll make a hardwareman yet."

Young Hempstead followed the same tack with the other builders and contractors, securing quite a satisfactory lot of orders. He also called on a list of house owners whose properties had not been painted for years. The line of argument he used in such cases was:

"I presume that you would sell your house if you could get your price for it. I know a way to add several hundred dollars to the market value of your

(Continued on page 142.)

A view of the unusually large paint department of the Cowan Hardware Co., London.

Featuring Paint Department With Good Results

Methods adopted by various firms to increase their sales of paints — Demonstration booths in a store good feature — Paint floats attract trade.

Float shown by Mundle & Percival, Kemptville, Ont.

WITH the progressive paint dealer the day of apathy has passed. He is no longer content to let the paint stock remain in the background to sell it when customers demand it. He puts his stock prominently forward and tries in many ways to create a demand. Methods of merchandising in the matter of paint have undergone a wonderful improvement of recent years.

To-day the wide awake hardwareman features his paint stock in various ways. He gives the department a prominent place in the store, he advertises paint, shows it in the store windows, sends out circulars and distributes color cards. But this is not all. Special efforts are being resorted to, unique schemes of publicity are undertaken, with the sole purpose of showing the public the many advantages of paint.

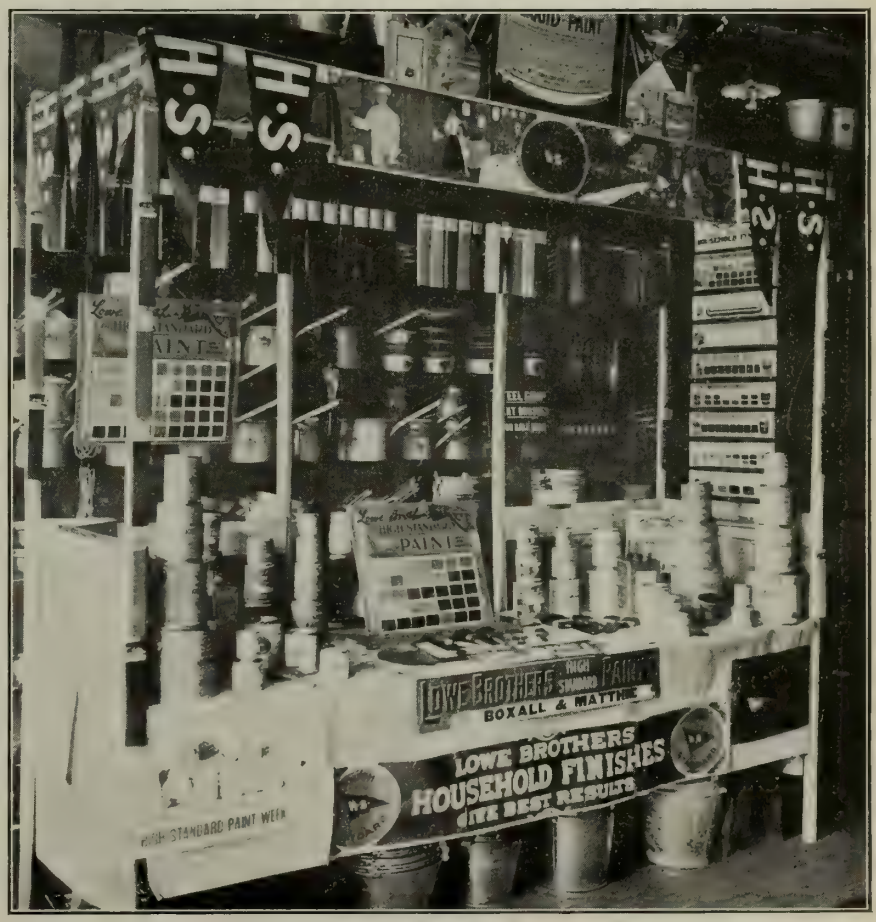
Holding Demonstrations.

A plan which many dealers have found very effective is the holding of demonstrations. It has been worked with success for many years now, and in the majority of progressive stores. The plan generally followed is to have a representative of a manufacturer stay a few days and demonstrate a certain line during that time. In some cases demonstrations have been held in the store window, but this plan is not altogether to be recommended. It attracts crowds around the window, composed for the most part of men and boys who keep others away, and sometimes even block up the entrance to the store, thus driving away trade. In any case, the number of prospective purchasers in the average crowd, watching a window demonstration, is very small. When the demonstration is held within the store, those who linger to watch it are always more or less interested.

The best plan of all is the erection of a booth within the store to be used for the purpose. A number of dealers are following this plan, the accompanying illustrations showing the booths used in two Canadian hardware stores. The advantages of the method are obvious. Not only is the demonstrator able to work with greater facility, but the booth advertises the event. No one could enter the store without noticing the booth and giving attention to the work of the demonstrator within.

A demonstration advertises a paint specialty more effectively than any other form of advertising could do. It demonstrates what wonderful results can be obtained from the use of these specialties and how easily it can be done—truths which could never be carried home to the customer without occular demonstration.

Another plan of a special nature which is followed with good success is



A demonstration booth in the store of Boxall and Matthie, Lindsay, Ont.

A demonstration booth erected in the store of A yre and Sons, Limited, St. Johns, Nfld.

the putting of paint floats in holiday parades. In a small place a parade is an event of some magnitude. It draws everyone, and it's a mightily interested crowd that gathers along both sides of the road and watches each float. An entry in one of these parades will be seen by everyone in the town and for miles around. People may not be in a buying mood, but they remember what they have seen, and the memory will influence their purchases later.

PROVING THE WORTH OF THE PAINT DEPARTMENT.

(Continued from page 140.)

house at an outlay of not more than ten per cent. on the increase in the value. It needs paint badly. You will acknowledge that yourself. It would look twice as attractive and a good five years' younger if you were to give it a new dressing of paint.

"There's another point. When a house starts to decay, it goes fast. Nothing is more rapid than property depreciation—if you let it go. That house needs protection against the wind, the rain and the cold. A dollar spent in paint now will save you ten in repairs in the next few years."

Business started to come in so well that the senior member forgot to voice a criticism for a good fortnight. Jimmy, who had been devoting his whole time to outside canvassing, began to realize that something else had to be done. "I've got them coming," he said to himself. "Now we must keep things up at this end."

He began to trim windows with paint stock, to hand out color cards and to push paint generally. The position of the department hampered him considerably, however. It was at the very back of the store and completely hidden behind several ancient racks with pitchforks and spades. To move it closer to the front of the store would increase sales but Jimmy was certain that any suggestion of such a change would be promptly vetoed by his father. He decided that there was one way only that the change could be made and when James L. Simonds, a specialty traveler, walked into the store one day, he saw his chance.

He approached the salesman hurriedly and whispered to him, "Jim, do me a good turn. When you get father and me together, suggest to him that the paint department be moved up near the front of the store."

"I'm on," said Simonds.

Shortly afterwards the opportunity occurred and Simonds "sprung" the suggestion. Hempstead, junior promptly voiced his opposition.

"That's no good," he said. "We've had the paint in that same place for thirty years, so I guess we'll leave it there still."

"When did you get the power to settle these matters off-hand in that way, boy?" truculently demanded the elder. "Myself, I think it a good idea of Simonds. We'll move that department to where he suggests."

Jimmy winked covertly. He had won his point.

At one store where they hold store meetings at stated intervals, a topic is discussed as to complaints from customers. The result has been that the force is interested in maintaining a system that will reduce the complaints to a minimum. New lines of goods are talked about on such occasions.

* * *

Many a young man has black-listed himself with the other merchants of the town by his very efforts to impress them that he is a valued and trusted employee. And many a merchant has seen a meant-to-be record-breaking campaign develop into a flat failure because of its premature announcement by a talkative clerk.

MONEY MAKING METHODS

IDEAS THAT PROGRESSIVE HARDWAREMEN HAVE ADOPTED TO BUILD UP BUSINESS

USES MULTIPLEX.

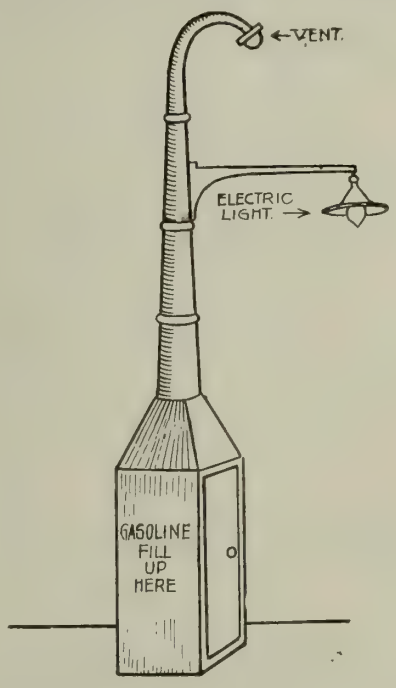
The value of display fixtures has been clearly demonstrated in the case of Wm. Stairs, Son & Morrow, Ltd., Halifax, N.S., who installed a "Multiplex" display fixture some time ago. The firm state that sales of their various specialties have been helped considerably by properly displaying them with the aid of the fixture. The sale of mechanics' tools, in particular, has been increased largely by displaying them where the customer can see and handle them. The firm have found by having the goods properly displayed, that when all the clerks in the city sales department are busy and customers are waiting their turn to be served, that the latter seem to instinctively turn toward where the goods are displayed on the fixtures, and examine them.

In a great many cases, sales are made which would not have been made had the customer not been able to see the goods or examine them minutely without anyone bothering him or trying to force the sale upon him. The firm are believers in displaying goods thoroughly and are contemplating spending a considerable sum of mc ey in arranging a display show room.

AUTO FILLING STATION.

The accompanying illustration shows an auto filling station used by McDonald & Henry, Stratford, Ontario. This station was built of galvanized iron by employees of the firm. It stands about twelve feet in height and has been erected at the edge of the sidewalk in front of the store. Enclosed in the station is a self-measuring pump which is connected with a large tank.

The station with its curved top presents an imposing appearance, and can be seen for several blocks. On the end of the curve a vent cap is shown. A bracket extending out about four feet holds an incandescent light of high candle power, and at night it is very bright in the neighborhood of the station. The whole case, including the large bracket, is painted a light brown in color. On the door of the station the following lettering appears: "Gasoline. Fill up here." Autoists are able to drive their machines up to the station



Auto-filling station in front of McDonald & Henry store, Stratford, Ont.

and have them filled without delay. The base of the station measures about 2 ft. x 2 ft. The firm do a large stove, tinsmithing and plumbing business. They also sell autos, and always have one on display in their showroom. Auto accessories are another line in which the firm are working up a nice business. They carry such lines in stock as tires, batteries, spark plugs, etc. The auto filling station helps them to get a large amount of this trade.

CONDUCTING DOLLAR DAY.

The merchants of Stratford, Ont., ran a dollar day sale on August 16. Special advertisements appeared in the newspapers, and a large number of lines were specially priced at $1. The plan of running dollar day sales has been taken up in a number of places, and many of the merchants appear to be taking a great interest in the special sales.

FREE WITH $2.00 PURCHASE.

Ashdown's hardware, Calgary, run special Saturday bargains, which they advertise in the local papers. For some time past they have been offering special inducements for customers to make purchases amounting to $2.00. These customers receive an article free. Among the recent offers was one in which ladies making purchases amounting to $2.00 were presented with a bottle of furniture polish, and gentlemen purchasing the same amount were presented with a bristle shaving brush. Among the free gifts offered on other occasions were 18 in. or 24 in. nickel towel bars or a good household thermometer.

HAS DEPARTMENTALIZED STORE.

"Every clerk in the store," claims J. S. Moir, Arnprior, Ont., is a member of the firm, a part of the organization. He should be made to feel that he is just as responsible for the work under his care as the greatest salesman on the staff, and with this in view, seek to gain a thorough knowledge of every phase of that part of the business which is thus placed under his guidance."

In the Moir store one clerk is in charge of the tinware and household goods department, another in charge of the workshop and raw material, and so on. Each is required to keep up the

HOW DEALERS HAVE HANDLED SPECIAL SALES

Sagraves and Richardson held "Big Day Sale," the feature of which was the solemnization of a wedding in the store window during the afternoon of the sale. The store was closed while the ceremony was proceeded with.

T. A. Squire, Brantford, offered prizes for the biggest fish caught in the Grand River. Liberal prizes were offered and the sale was used to feature the sale of fishing supplies.

Alexander Anderson, Gladstone, Man., conducted a guessing contest. An assortment of bills, gold and silver was put in a jar and the jar put in the window. All purchasers to a certain value were given a guess at the amount of money in the jar. A prize was offered to the nearest guesser.

The James Walker Hardware Co., Montreal, featured a sale of razors and shaving accessories by having young ladies demonstrate safety razors in the store window.

The Guelph Hardware Co., Guelph, offered a $40.00 steel range to the party guessing the closest to the number of tacks in a jar, displayed in the store window. Guesses were allowed on purchases over a certain amount.

James S. Neill and Sons, Limited, Fredericton, N.B., held a "Hot-Point Day." Electric irons were offered for sale for the one day at $3.00.

Kydd Bros., Vancouver, B.C., held a Saturday night reception for mechanics. The tool stock was put on display and five experts were in attendance to demonstrate the use of tools.

The Fulton Hardware Co., Enderby, B.C., held a "cash sale." Large reductions were made in the price of goods but no sales were made except for cash.

Peart Bros. Co., Regina, make a specialty of Saturday sales. Each sale is of articles priced at the same figure. The sale price varies each week from 10 cents to $1.00.

The Westhaven Hardware Co., Saskatoon, conducted a water heater sale. A demonstration was a feature of the sale.

stock, keep a want book, and even order goods when occasion arises. So far as possible, each of these clerks does the selling in his own department so that in every way he is manager of that branch of the store.

"A salesbook should always be on hand when a traveller selling lines in his department enters the store," continues Mr. Moir. "Though some merchants are inclined to consider this a waste of time, I maintain that as the traveller should know his goods, and is the most direct source of information at our disposal, so it is the duty of every employer to see that the clerk who is responsible afterwards for the sale of these goods, be present at the time the traveller is making his sale, whether in the store or sample room, by day or by night. In this way the clerks are provided with a raft of information right from a reliable source, and get a line of talk from one who should know.

"This little consideration of the clerks may appear to some as unnecessary, and even a waste of time and money, but the more confidence you repose in this way in your clerks, the greater will be your results from their increased efforts."

DISPLAYING HAMMOCKS.

Figure 1 shows a stand user in the store of the Robert Simpson Co., Toronto, for displaying hammocks. The frame is about 5 feet high and ten feet

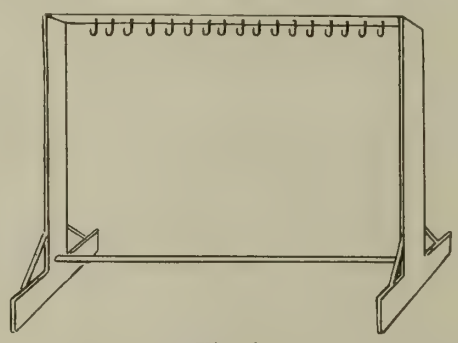


Fig. 1.

Hammock Display Rack used in Robt. Simpson Co. store, Toronto.

long with hooks suspended from the top of the frame. The hammocks are doubled and both rings are hung in the hook. By showing hammocks in this manner they are always within easy reach of customers and there is no trouble or time lost in showing the goods.

Fig. 2 shows a sketch of display stand used to display tennis racquets and baseball bats. On the upper bar of the frame, hat and coat hooks are placed in pairs. Tennis racquets are then hung between the hooks. Each pair of hooks will hold 3 racquets and when a whole row of racquets is displayed they present a very fine appearance. The same rack is used for displaying baseball bats. A cross bar is extended

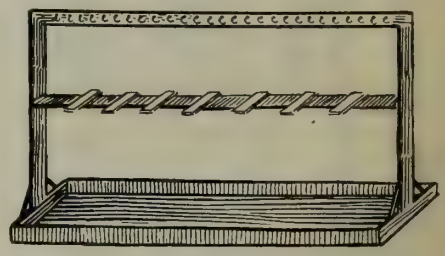


Fig. 2.

Tennis racquet and baseball display rack used in Robt. Simpson Co. store, Toronto, Ont.

across the stand about half way down. A number of small bars have been used to form divisions along the cross bar and bats at various prices are shown. The goods are always well displayed and are within easy reach of customers.

BIG SALE IN SMALL ARTICLES.

"It's the little things that count. An old saying but never found to be more true from a financial standpoint than when, with an outlay of $8 we increased our sales by $300 in five days."

Mr. Dewar of Dewar & Ryan, Pembroke, Ont., is a firm believer in the possibilities of profits in little things. He has not only worked out his plans in theory but also in practice and is now making preparations for turning a special section of his store into a 5, 10 and 15 cent department. "An article which costs 46 cents a dozen," he states, "sells at 60 cents, a clear profit of 30 per cent. over cost, and the goods sell themselves."

In the sale referred to above, Dewar & Ryan bought 100 preserving kettles and sold all at cost to serve as leaders.

To advertise the sale special circulars were gotten out at a cost of $8. These were sent out with each copy of Dewar & Ryan's regular monthly paper and thus reached every house named on the mailing list of the firm. In no way then did any one of the store's customers fail to hear of the sale and those whose names were not contained in the list were given ample opportunity of learning of the special attractions offered, by the announcements in the regular space in the town's papers.

During the five days in which the sale was in progress, Mr. Dewar kept separate the sales on all the 5, 10, and 15 cent articles sold so as not to confuse them with other sales in the store. These alone then totalled $300, and gave an experience which has capped the climax.

Within a short time the firm expects to have the rear section of the store fitted up, and stocked with a complete

line of crockery, glassware, and all small articles in hardware which will come within the price limit of the department.

Sammy Leischman, the newsboy king has made thousands of dollars selling newspapers at 1 cent each. It isn't always the most expensive article that shows the largest per cent. net profit, nor that requires least effort to make it sell.

ISSUE ANNUAL CATALOGUE.

The hardware firm of Creeper & Griffin, Owen Sound, have issued their 6th annual catalogue consisting of 64 pages in which many lines of merchandise carried by the firm are illustrated, described and priced. The firm distribute 14,000 copies in and around Owen Sound. On the inner back cover of the catalogue a list of satisfied store customers is shown to whom prospective purchasers are referred.

PUSHING AUTO ACCESSORIES.

The Comer Hardware Co., Calgary, Alta., recently displayed in their show window a small automobile constructed of articles sold in the store. The display was arranged by F. S. Young, who has recently joined the Comer Co. staff. It was intended to attract attention to auto oils, greases, accessories, etc., which were artistically displayed around the car. The firm are making energetic efforts to push the sale of auto accessories and the display attracted considerable attention.

75 CENT SALE DAY.

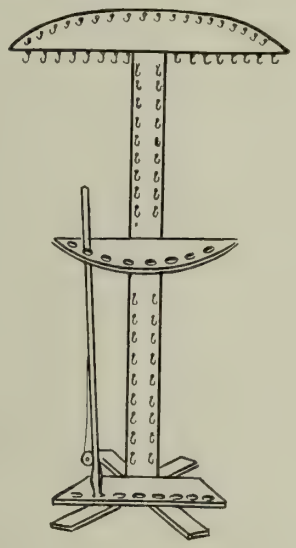
The Central Hardware Co., Regina, recently conducted a 75 cent sale. A large number of articles were specially priced for the day and sold at 75c. A large display of sale goods was arranged in the store window. The newspaper was also used to advertise some of the lines which were on sale at the special price. Among the lines featured were preserving kettles, pails, butcher knives, rice boilers, aluminium sauce pans, scissors, pocket knives, shaving brushes, razors, hammers, etc.

HARVEST WINDOW DISPLAY.

The Williard Hardware Co., Chatham, Ont., are using to good advantage one of the small corner windows of their wide store front for a timely harvest display. The background of the display is formed of several sheaves of an especially fine sample of wheat, grown in the vicinity. In the foreground are displayed pitchforks and rakes, while leather mitts are neatly arranged on the floor of the window and hung along the back and side above the sheaves. In the foreground is shown an explanatory card with the following wording: This wheat was grown by Mr. Blackburn and was raised with Williard's pitchforks, prices from 25c to 90c. Manure forks from 80c to $1.35. Mitts from 10c to 65c.

FISHING TACKLE STAND.

The accompanying illustration shows a sketch of a fishing tackle display stand used by J. M. Adam, hardware merchant, St. Mary's, Ont. The stand is about five feet in height and is generally stood near the main entrance to the store where it can be viewed by all customers passing in and out of the



Fishing tackle display rack used in hardware store of J. M. Adam, St. Mary's, Ont.

store. A large number of small brass hooks are used from which are suspended lines, reels, baits, flies, floats, frogs, spears, etc. Fishing rods are also displayed by using the two shelves as shown in the illustration. When the stand is loaded with fishing tackle it presents a very fine appearance, and makes many sales for the firm. When fishing is out of season the stand is used for displaying other lines of goods.

FREE DAY IN HARDWARE STORE.

Merrit Hardware and Sporting Goods Co., Merritt, B.C., who call their place of business, "The little store 'round the corner," are conducting a free day which they are advertising extensively in the local newspaper. The "free day" has been selected and the date placed in a sealed envelope and deposited with a local bank. It is to be opened on the

SLOGANS ADOPTED BY PROGRESSIVE HARDWAREMEN

"The store with a system that saves you time."—The Northern Hardware Co., Edmonton, Alta.

"Small profits out of many people and not large profits out of a few."—Gillespie Bros., Orangeville, Ont.

"Our motto. Honest Quality at Lowest Prices. 10 per cent. off for cash."—J. P. Straube, Treherne, Sask.

"Everything for a building." The Winnipeg Paint and Glass Co., Winnipeg.

"The sign of the Golden Gun."—Cramer and Kelly, Nelson, B.C.

"The Auto Filling Station." —E. B. Davis, hardware, Cayuga, Ont.

"The place to buy reliable stoves and hardware."—George Elliott, jr., Brantford, Ont.

"The satisfactory hardware store."—P. S. Stewart and Son, Renfrew, Ont.

"Headquarters for hardware."—Alberni Hardware Co., Pt. Alberni, B.C.

"A 'squair' deal for everybody."—W. H. Squair & Sons, Gladstone, Man.

"The Queen St. Hardware Store."—Watts and Bates, Ltd., St. Catharines.

A few suggested slogans:
"It is better to trade with us than to wish you had."

"Give your nickels and dimes a chance to make good with us."

"The Quality Store."
"Good Hardware and Fair Prices."

SOME STRONG SELLING TALKS FROM ADVTS.

Time was when only the bald headed man feared the house fly—Now he strikes terror to the strongest hearts. For we have found him out. We knww him to be a dweller in filth, a "Common Carrier" of disease, a spreader of plague and pestilence. He must be ostracized from society and expelled from our homes. How? By using—

—Peterboro Hardware Co.

Surely you are not going to let your wife swelter over a hot cook stove day in and day out, during the terrible heat of July, August and September, when it can all be avoided by installing a ———

—Carter Bros., Picton.

Don't let the grass grow so long on your lawn that people would take it to be a hay field. And then don't try to mow it with a machine that would tire a horse in a few minutes. Get one of our new easy-running machines and keep your lawn looking like a city park. A pretty lawn—a pretty home.

—J. P. Straube, Treherne.

Now while the harvest is on, and every one is busy, let us have your repairing to do. If you have a leaky tank let us line it with galvanized iron and make it as good as new. We also repair Blowers, Casings, etc. In fact everything done in the tinner's line. Don't put off your repairing until to-morrow, but do it to-day, because the time is coming when every one wants something done at once, and at the same time we are doing something for some one else, so our motto will be, "first come, first served." You had better be the first, take warning and come to-day.

—W. W. Winteringham, Glen Ewen.

You need one of our new kettles for your preserves this year, that old one is looking the worse for wear and probably it is not large enough. We have a complete stock in all sizes, and in many different qualities. Call into our annex and let us show you how we can suit you quick. We will be pleased to see you. Your berries will taste much nicer when put down in one of our kettles. Note the low prices.

—Rogers Hardware Co., Charlottetown, P.E.I.

evening of the 25th inst. Following is the announcement as it appeared in the newspapers:—

"It is one business day between Saturday, August 11th, and Monday 25th, inclusive. Guess which day it is, and any goods in our large stock will be yours—absolutely free.

"During the fortnight, August 11th to 25th, each purchaser will receive a coupon numbered and dated. If your coupon shows that you made your purchase on the "Free Day," then the coupon will be redeemed at its face value in merchandise in any of our departments.

"Now to make the proposition clear: Suppose that August 11th happened to be the "Free Day" and your coupon showed on that day you bought $100 (one hundred dollars) worth of goods you can then select $100 worth of goods from our stock in return for the coupon. Any number of purchases can be made by any one person and a coupon will be given with each purchase.

"Why do we give you choice of our stock free? Well, that is a fair question and surely entitled to an answer. You see it is this way: Lots of you people do not know what a great big line of up-to-date goods can be found in 'The Little Store Round the Corner.' Lots of you don't know why and how we can sell so much cheaper than our big, top-heavy, expense-burdened competitors. You see we don't pay much rent—Don't lose a lot of bad accounts —have no clerks; and then there's only two of us living out of this store—not a dozen or more families. That tells you why prices are lower, doesn't it?

"The stock is new and up-to-date. No job lots or shop worn goods. Lots of people know this, but some of you don't. We want to get acquainted; want you to know what we know. That's why we make you this unique offer; why we offer you, free, one day's total sales out of the fourteen.

"Come on folks, everyone of you. New customers as well as old. We expect to recoup ourselves for ths Free Day by adding a lot of new customers, and increasing our trade with our numerous old supporters.

"Don't forget now: A correct guess as to which is Free Day gives you goods absolutely free. Nothing is reserved—everything goes—Stoves, Tents, Kitchen Utensils, Fishing Rods, Tackle, Base Ball Goods, and everything at special prices."

HANDLED ON GOOD BASIS.

The hardware business of the Fulton Hardware Co., Enderby, B.C., a description of which appears elsewhere in this issue, is run on an almost entirely cash basis. In the plumbing and heating department all plumbing and heating contracts are made in such a way that 80 per cent. of the amount due can be collected as the work proceeds. The firm do not take a very great risk on credit accounts and they find that in the majority of cases they are able to get cash from customers. The cash system is undoubtedly the most satisfactory system of doing business.

EXHIBITS STOVES.

A northern Ontario hardware merchant exhibited stoves at the fall fair held in his town last year. He hired a baker from a local bakeshop and showed one of the stoves in operation. The baker cooked biscuits and small cakes which were served to visitors who visited the booth. The names of interested parties were taken and they served as a good list of prospects to follow up after the fair was over.

HARVEST WINDOW.

A harvest tool window in the store of J. R. Hambly, Barrie, Ont., has attracted considerable attention. The floor of the window was covered with excelsior which had been stained green to represent grass. In the centre of the window a grain cradle was shown. Harvest mitts were suspended from the fingers of the cradle. In other parts of the window were arranged tasty displays of scythes, scythe stones, sickles, hay forks, oilers, and other harvest necessities. Mr. Hambly states that excelsior can be easily stained to represent grass by mixing Imperial green with water and then soaking the excelsior in the mixture.

FIVE MILE RACE.

One of the main attractions on the athletic programme of the Govan, Sask., fall fair was the five mile road race. The first prize was a handsome silver cup offered by J. W. Anger, of the hardware firm of Dickey & Anger. Accompanying the cup as first prize was a gold watch, engraved with the name of the winner. Considerable interest was exhibited in this event, and the contest was keen. Six athletes lined up for the race.

Outside salesmanship pays in the case of builders' hardware more, perhaps, than in other lines. In the first place, it is not a difficult matter to find out the people who require material. In the second place, it enables the dealer to pave the way for business in other lines.

What Other Hardwaremen Do

Push Metallic Roofing

C. P. McMartin of Morrisburg pushes the sale of metal roofing at all times of year. The metal roof has many advantages which Mr. McMartin presents in their strongest form to prospective customers. He continues his campaign right through the year, using the winter months to work up business for the spring, summer and fall. In this way, he has a good list of prospects to start on during the outdoor seasons.

Sells Leather Belting

C. O. Gervais and Frere of St. Johns, Que., make a specialty of leather belting, selling a large quantity of it in the course of a year. They are located in a district where mills and machine shops are numerous so that there is a big demand at all times for belting. The firm keeps a good assortment on hand and run window displays of various sizes regularly.

Sells to Automobile Owners

L. F. Heartwell of Rosetown, Sask., has catered to the needs of automobile owners for some years. Rosetown is a small, though rapidly growing place. There are, however, many motoring parties passing through every day and a good volume of business is secured from them. Mr. Heartwell has also taken an agency for a make of automobiles and has found little difficulty in making sales. Six were sold a short time after he took over the agency.

Advertising Paint Regularly

E. H. Insull of Craik, Sask, is one of the comparatively few progressive hardwaremen who believe in pushing the sale of paint at all seasons of the year. He even goes to the length of advertising paint during the winter months. He runs copy urging people to use the long winter evenings to paint their floors. Splendid results have been secured from the efforts thus put forward.

Sells Mantel Fixtures

A year or so ago, H. Occomore of Guelph put in a line of mantels and fixtures. No other store in town was handling the line so Mr. Occomore found no difficulty in working up a splendid trade. He has been featuring the line ever since, running window displays at regular intervals. He has not only sold a large number of mantels but has also worked up a good demand for brass grate fixtures.

Annual Stove Sale

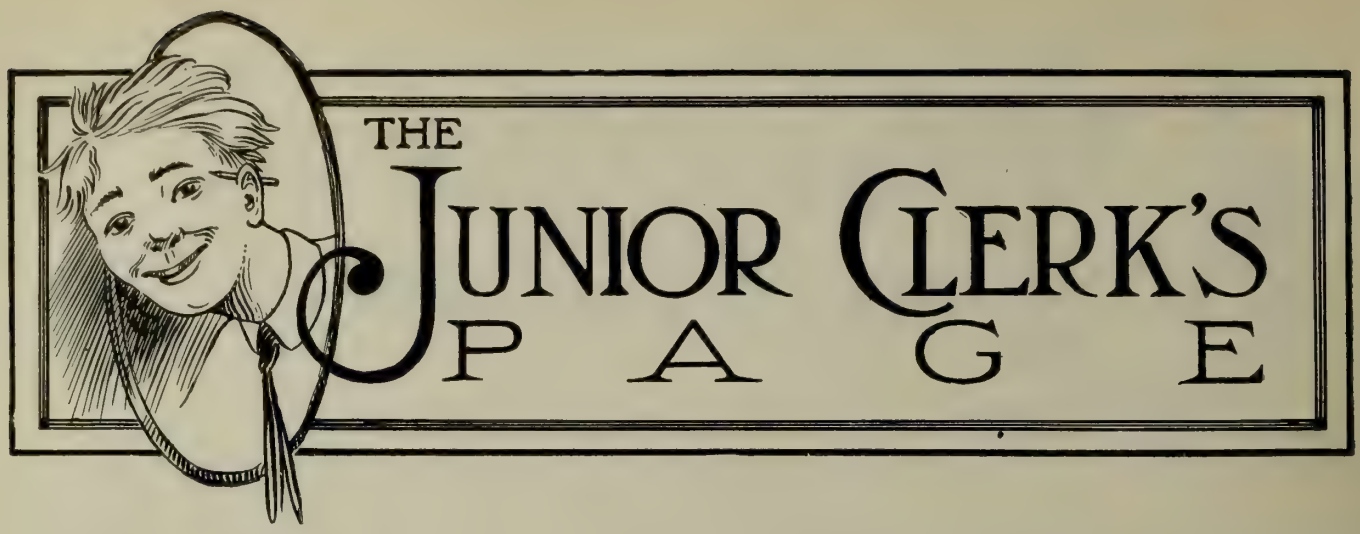
Turnbull and Cutcliffe, Limited, of Brantford, believe in annual fixtures in the way of special sales. They have two—a laundry and kitchenware sale in February and a stove sale in October. These sales have been held annually for the last ten years and the people of that district have come to look forward to them with the result that each year, the sales become larger. They are held for two days only, a Friday and a Saturday and are heavily advertised in advance.

Use Credit Sheet

Purvis Bros., Sudbury, have a system for the supervising of credits which has been found very effective in keeping down bad debts. When a customer asks for credit, a slip has to be made out. This is filled in with information as to the customer, references given and amount of credit. This card must be signed by a member of the firm before the credit can be given. These cards are all kept handy so that close tab can be kept on the amount of outstanding accounts and the state of any particular account.

On Higher Level

Geo. Mathewson of Toronto has his stove department at the back of his store, the floor being elevated above the level of the main store. The idea of this is to have the department separated from the main store as much as possible, for reasons which all store dealers will appreciate.



DELIVER THE GOODS.

"I am working hard enough for the pay I am getting, and if the firm wants me to do more work it is up to them to advance my salary."

How often do we hear employes make the above statement? A clerk is liable to have this feeling quite often during his first year with a firm. The first year spent in a hardware store or in any other business is likely to be a discouraging one at times on account of the newness of the work, the amount of work, especially during the busy seasons, and the many duties which crop up and appear unpleasant at that time. There is possibly no successful business man who did not have "black spells" during the first year of his employment. But in many cases it was the mastering of difficulties and obstacles that made these men successful. During the first year, habits are formed, habits of promptness, neatness, courteousness, accuracy in details, etc., or the reverse. In many instances the character of an employe's first year determines to a large extent his future standing or success.

But coming back to the first statement regarding remuneration. It is true that in the hardware business, as in all other lines of business, the remuneration during the first year is not usually very large and many of the new beginners become discouraged. They see where they could do better work or offer suggestions but they will not do so because they have not had a raise in wages for some time. This is where they make a vital mistake. If the firm knew that the employe would work harder, offer suggestions or do better work no doubt they would raise his wages immediately, but the firm have no guarantee that such will be the case and naturally wait for the employe to deliver the goods. In other words he has to show the firm that he is worth more money to them. If you go into a store to buy an article you do not care to pay for the article before you see a sample. You are generally willing to pay a higher price for a better article and the same rule applies generally to business firms. Deliver the goods and if you deliver better goods it is altogether likely you will get a better price for them. Many of the men occupying responsible positions to-day owe much of their success to the fact that they were always trying to improve their services and deliver better goods. Modern business houses have keen eyes for efficiency and where an employe can deliver the goods he will receive remuneration accordingly.

OPPORTUNITY.

"They do me wrong who say I come no more
When once I knock and fail to find you in;
For every day I stand outside your door,
And bid you wake and rise to fight and win."

BACK TO EARTH.

Once more the summer girl behind
The counter "cash girl" hollers;
The summer youth, you'll likewise find,
Is selling ties and collars.

POPULAR LIES.

If you don't think its a good razor, don't invest. It's all the same to me.

I will do a great deal better to-morrow.

We are just out of what you want but we have something just as good.

I don't care anything about the money, it's the principle of the thing.

We ordered them from the wholesale last week, but they haven't come in yet.

This churn is sold all over Canada at $8.00, our price is $4.98.

Had I been in his place I would have showed 'em a few.

I don't want to be rich, just comfortably fixed.

Your order left the store two hours ago. Can't understand why you haven't received it before this.

Sold the last one we had yesterday. Will have more in to-morrow.

Never saw such weather before in all my life.

We used to sell that line but threw it out some years ago, when we found something better.

We are too busy to advertise.

GETTING THE COIN.

Some are born rich, some wealth acquire,
And do not have to rustle;
But most of us have to perspire
And place our faith in muscle.

REMARKS OF THE JUNIOR CLERK.

Some people are like frogs. They're born kickers.

* * *

Keep busy and you will have less time to worry.

* * *

Trying to look intelligent is easier than making good.

* * *

The skeptic may talk to himself and yet not believe all he hears.

* * *

If you wish the respect of your clerks you must treat them right.

* * *

Never borrow trouble to-day that you can put off until to-morrow.

* * *

The chronic kicker never realizes that there are people worse off than he is.

* * *

The true way to be deceived is to think one's self sharper than others.

Current News of Hardware Trade

Robbery in Hardware Store.

Walkerton, Ont.—Burglars gained entrance to the hardware store of H. A. Havill and secured a considerable amount of cash.

Baxter Hardware Moving.

Windsor, Ont.—The Baxter Hardware Co. are moving from their present premises, 7 Sandwich St., E., to their new store at 26-28 Pitt St.

Increased Capital Stock.

The capital stock of the Cochrane Hardware Co., with branches in Northern Ontario have been increased from $250,000 to $500,000.

The Late Wm. Peaker.

The death occurred on Aug. 17 of Wm. Peaker, for sixty years a Brampton business man. The deceased was 82 years of age. Born in England he came to Canada as a young boy. After living for a time in Cooksville he removed to Brampton and started a tinsmith business. Subsequently a partnership was formed with E. O. Runians to carry on a hardware store and coal business. Twenty years ago Mr. Runians retired and the firm continued as Peaker & Son until a few years ago.

New Firms.

Montreal, Que.—Canadian China Clay Co. have registered.

Neudorf, Sask. — David Funk has started a tinsmithing business.

Biggar, Sask.—Wright & King, tinsmiths and plumbers, have started business.

Companies Incorporated.

The Austin Paper Mfg. Co., Winnipeg, have been incorporated with a capital stock of $150,000.

Among the Ontario companies incorporated is the Copeman Electric Stove Co., capitalized at $40,000.

Jas. S. Elliot & Son, Ltd., Prescott, Ont., has been incorporated with a capital stock, $10,000 to manufacture caskets, coaches, etc.

The Autographic Register Co. of Canada, incorporated at Ottawa, capital, $150,000 to manufacture and deal in autographic registers, supplies, etc., head office of the company, Montreal, Que.

Empire Agencies, Ltd., Toronto, Ont., capital $50,000 have been incorporated to acquire and take over the business of N. B. Misiner, manufacturers' agent, and to carry on the business of manufacturers' agents, etc.

Industrial Notes.

Sarnia, Ont.—The Imperial Oil Co. has started to raze many of the old stills and buildings here and will replace them with modern buildings.

Ft. William, Ont.—The Ft. William Brass Foundry which was recently destroyed by fire has been reorganized under the name of the Varlow Foundry Co., with a capital of $40,000.

Montreal, Que.—The Imperial Wire & Cable Co. have secured a permit to erect an eight storey office building and factory in Montreal. The building will cost $1,500,000.

Ottawa, Ont.—A. H. Coplan & Co., manufacturers of hard iron, semi-steel, brass, bronze and aluminum castings are trying to get an exemption from the council of Hull, Que., after which they will erect a new plant in the latter place.

Sorel, Que.—The Sorel Iron Works is moving its plant to Maisonneuve, Que., and will add to its present business of manufacturing boilers, engines, etc., a department to manufacture automobiles. The new name of the company will be Oxford Motor Cars and Foundries Ltd.

Business Changes.

H. Cox, tinsmith has been succeeded by Cox and Weston.

Toronto, Ont.—C. G. Bailey, hardware etc., has sold out to E. Maycock.

Toronto, Ont.—Canadian Show Case Co. are reported discontinuing business here.

Wilcox, Sask.—A. E. Weston hardware and tinsmith has been succeeded by Cox and Weston.

Dartmouth, N.S.—The Starr Mfg. Co., Ltd., have sold out to the Starr Iron and Steel Corporation, Ltd.

Toronto, Ont.—Central Electric and School Supply Co. have changed style to Central Electric Supply Co.

Woodstock, Ont.—J. T. Smiley, who recently purchased the business of Robt. Puddicombe, of Ayr, Ont., has purchased

Personal Notes.

E. A. White and wife of Bruce Mines, was a visitor in Toronto this week.

Jno. Mitchell a traveller for the Canada Paint Co., was hurt while driving near Port Credit this week when the buggy in which he was driving collided with an auto.

Douglas J. Peake for many years an engineer in the employ of James Oakes & Co., a British concern has been engaged by the Canada Iron Corporation, Three Rivers, Que.

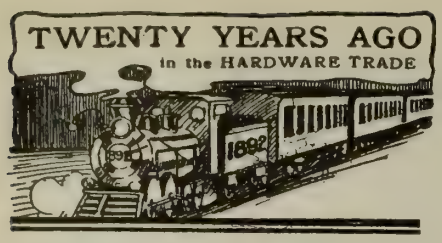
H. Chreas, manager Toronto office, Canada Paint Co., returned this week from a fishing expedition in the Lake Superior regions. Mr. Chreas reports that the cost of getting fish is growing higher each year.

Grimsby, Ont.—Harry Hess, manager Canadian Steel Specialty Co., was a recent visitor here, making arrangements preparatory to moving the present plant from Gravenhurst to this town. It is expected that the factory will be running by Sept. 1st.

CANADIAN INVENTION PATENTED.

Among the inventions recently registered in the Canadian patent office are the following. Jas. Dickson, Goderich, Ont., garden rake; Jas. Price, St. Williams, Ont., pipe wrench; H. R. Reynolds, Toronto, ash sifter; S. C. Cory, Stevenson, B.C., wrapping paper holder; Wm. Lesback, Toronto, washing machine; Henry Lund, Saskatoon, Sask., plough; Allan Quarrie, Oak Lake, Manitoba, storm window fastener; I. T. Richardson, Toronto, clothes rack; J. H. Evans, Toronto, camp seat; E. L. Westcott, Toronto, rack for milk containers; W. A. Fraser, Georgetown, Ont., faucet; Olive May Gordon, Toronto, vacuum cleaner; Matthew Henderson, Toronto, water jet lifter; G. F. Ingram, Berlin, Ont., ash receiver; Thos. Menzies, Carberry, Man., pump; Adam Rohn, Keewatin, Ont., nut lock; W. G. Beatty, Fergus, Ont., silo filler; W. S. Allen and H. W. Spence, Toronto, knife sharpener and Goderich Organ Co., Goderich, water-closet tank.

"What would we say of the doctor, these days, that would not keep up his reading because he did not have time? To be proficient in his profession any man must read and study, and unless he does do so he will not only be lacking in knowledge of up to date methods but he will not know what has been done in the past, from which he might gain some valuable knowledge."



The following items were taken from the issue of Hardware and Metal of Aug. 26, 1893:—

"Clare Bros. & Co., Preston, manufacturers of hot air furnaces, etc., have just issued a new catalogue entitled 'Our Furnace Book,' containing 122 pages."

"Capt. Allen of J. W. Allen & Co., Newmarket, was in Toronto this week to see the military tournament and on business."

"Mr. Moore of Bowman and Moore, Hamilton, was in Toronto this week on business."

"T. B. Alcock, secretary of the Gurney Foundry Co., is back from a three months' trip through the Northwest and British Columbia. He reports trade quiet, particularly on the coast."

"Among the merchants in Toronto during the week were:—Henry Jones, Uxbridge, Ont.; T. Carey, Goodwood, Ont.; A. Lamont, Mt. Forest; J. Lorentz, Baden; John L. Drainie, Fergus, Ont.; J. N. Kennedy, Georgetown, Ont.; R. J. Dook, Millbrook, Ont."

"Amateur burglars last week entered Christie & Agars hardware store, Owen Sound, and secured some funds belonging to the Sunday school of the First Methodist church, of which a member of the firm is treasurer."

"Thieves last week entered Foster and Hobbs, hardware, Tilsonburg, and stole a number of revolvers, jack knives, ammunition, etc."

"W. H. Carrick, manager of the Gurney Foundry Co., stated on Wednesday that his firm was rather busier than is usual at this season of the year. 'But then, you know,' he added, 'it may be owing to the fact that we have been making some special lines for I know that the stove trade generally is quiet. Our busy season begins in another month or so.'"

The advertising which is bashful because it fears to give competitors information, ought to be written out in manuscript and circulated by special messenger.

FALL WINDOW SUGGESTIONS.

(Continued from page 129.)

thrust upon you, or your rival may supersede you.

In many centres the fall displays serve a double purpose. There is the logical one, the opening of a new season. There is a second created by the holding of fall fairs, which draw crowds for a single annual visit to your town or city.

The genius in window dressing not only displays the article itself along its most attractive lines, but he throws about it an atmosphere that is suggestive of "what it is used for." This lends reality, it fixes the impression.

The setting must be in harmony with the season take on the deepened crimsoning foliage upon the trees or the plants upon the ground or the golden glow of the grain in the fields. The skies, too, should take on the harvest tint. This is the atmosphere that is demanded.

In every display convey a suggestion of "what it is used for."

One of the best window dressers in Canada in discussing this point with Hardware and Metal uttered a warning: "Do not overdo this idea of 'atmosphere.' Do not have an admiring passer-by exclaim, 'How beautiful! What a pretty scene!' and pass on, with no lasting impression of the articles you were seeking to display. It is the picture, not the frame work, after all. The store is not selling scenes and backgrounds. It is selling the goods within them." It is this sane view that is condemning a setting that is extremely ornate or elaborate; as heavy foliage that may stand out in the window scene and distract attention from the goods shown.

Design a Background.

It would be advisable to plan a special fall background. This could be used for all or a majority of the windows shown during the season. In this way, it would help to link the various displays together and give them the appearance of being a series; and the seasonable atmosphere would be maintained.

An idea for a fall background carried out last year was as follows: A frame was made to fit in the back of the window, reaching to the height of six feet. From top to bottom of this frame strings were attached at intervals of 2½ inches. Leaves were attached to the strings and, when completed, the frame had the appearance of a solid bank of leaves, which moved continually. It was an extremely effective background and helped to "dress" some very fine fall goods windows. The work involved was rather tedious but no expense was incurred.

A more elaborate background was arranged by another hardwareman. A canvass back was set in the window, painted a dark green. Twine was then draped across the front and leaves of a reddish tinge attached, giving the effect of garlands of leaves draped in long loops on a green background. A thick rope of leaves was placed along the top of the frame. The result was an unusually artistic background.

Displaying Stoves.

Stove displays will form a big part of the window trimmers work during the fall. And he will not find it an easy matter by any means to arrange windows to suit. A stove display must be practical above all else. The selection of a store is a distinctly practical proposition. The customer is buying heating and cooking service at a price high enough to engender a considerable degree of caution. The sale can be made only when the customer has been convinced that the service rendered by the stove will be up to the mark. A share of the convincing devolves on the store windows. The display man must plan his work with that one idea in view—to evolve displays which will tend to convince people of the practical value of the store.

The old-established plans are hard to improve upon. Place a stove in the window with all the doors opened and the lids off, so that the interior is fully exposed to view. A few cards calling attention to certain points about the construction will interest the passer-by who has a stove purchase in mind.

FALL IS GOOD TIME FOR OUTSIDE PAINTING.

(Continued from page 138.)

his paint business from spring to fall. The spring campaign should be conducted just as vigorously as ever but when the fall arrives, the work should be taken up with renewed vigor. With a great many dealers now, no special effort is made in the fall to get other than casual business in the paint department.

Caught on Rebound.

There are many house-owners who consider the question of painting their property each spring. They become half convinced and then finally decide to "leave it for another year." These men could be "caught on the rebound" as it were, by a fall campaign. A vigorous exploitation of the fact that the fall is an ideal time for painting would undoubtedly make customers out of a large percentage of them.

Hardwaremen should take up the fall painting cry. It will prove a source of valuable business.

JOINS S. W. P. STAFF.

O. L. Christman has joined the sales force of The Sherwin-Williams Co., and will take charge of the territory in Northern Ontario, which has up to the present time been taken care of by R. J. Spalding. Mr. Spalding has been appointed to a special territory covering the manufacturing trade.

Mr. Christman is a hardware man. He started his hardware experience with the old firm of J. M. Bond, Guelph.

O. L. CHRISTMAN.

Later he was connected with Shurley & Dietrich, and for the last few years has been on the road for the Galt Art Metal Co., travelling through Western and Central Ontario.

MILITANT MERCHANDIZING.

(Continued from page 99.)

"Where's Mr. White?" asked Grace, eyeing his swarthy-faced successor with disfavor.

"Transferred to another territory," said the man. "He was a good friend of your father's, Miss Marlow. There was a time just after your father was taken sick that the firm would have closed down on the business if he hadn't urged them not to."

The sign was not replaced above the office and no more slips were sent out with parcels, urging the cause of woman suffrage. Grace seldom read about the doings of the English suffragettes. So that one day shortly after when Fred White strode in and told her that he had changed his views in regard to the cause, the elation she felt, and but poorly concealed, could not have been due to his conversion entirely.

"You were right in the first place," she informed him. "I am tired of this business and I'll be glad when daddy is well enough to come back. Woman's proper place is in the home."

"I've just bought a new house which I can strongly recommend as a home," said White.

NOTES OF THE TRADE.

Montreal, P.Q.—B. Dahlheim, of W. & G. Vogel, Vohwinkel, Germany, is in the city this week.

Montreal, P.Q.—Mr. Bowman, of Russell & Erwin, New Brittain, was in Montreal this week.

Montreal, P.Q.—H. Webster, of McGlashan, Clarke & Co., Niagara Falls, Ont., made a short visit to this city this week.

Montreal, P.Q.—Caverhill, Learmont & Co., of this city, had a narrow escape on Tuesday when fire broke out in another part of the block, all of which belongs to the Caverhill estate. The part of the building in danger was formerly occupied by Kyle, Cheesebrough Co., but at the time of the fire was vacant, but about to be occupied by Geo. H. Hees & Co., wholesale dry goods merchant.

John Richardson was the first to give the alarm. This he did from their private alarm box. Report from the street was sent in a few moments later.

The report has been erroneously spread that the fire did damage to the plant of Caverhill, Learmont & Co. This firm has suffered no loss whatever, not even by smoke and water, but through being in a section of the same block were endangered until the fire was got under control.

CONTRACTS AWARDED.

Cleveland, O., Aug. 21, The Iron Trade Reviews to-day says:—Heavier specifications against contracts are reported by some of the leading manufacturers, and although new business is still light in practically all finished lines, the tendency toward lower quotations is not so marked as it was a week or so ago and there is no reason for being discouraged about the immediate future. A considerable number of structural contracts have been awarded during the past week and prices on structural material are being well adhered to except in rare cases.

The pig iron situation in the south shows considerable improvement and $11 is now apparently the minimum for No. 2 foundry. Virginia iron has been advanced 2 cents and prices generally in the central west on all kinds of pig iron are being maintained.

CONDITIONS TO IMPROVE.

S. J. Moore, President of the Metropolitan Bank, and head of a number of industrial corporations, says:—"Thirty days ago I, with many others, had a feeling that business in the concluding six months of the year would probably show a recession as compared with the same period last year. However, within the last few weeks my own feeling and the general feeling, as I judge it from talking with the business men I meet, is very much improved. I do not think that money will be so tight as we thought it would be a short time ago, and I would not be much surprised, in fact, if we found that preparations for tight money had been a little overdone."

The brilliant and showy advertisement very probably will make you exclaim at its cleverness—but you buy the goods which are advertised to you with definite reasons why you should use them.

* * *

Store meetings give the opportunity of developing that "store spirit" and "store loyalty" that will go a long way towards securing successful co-operation without which no business can achieve the results that it should.

* * *

The public are watching advertisements more closely at the present time than ever before and are close observers of the firms who pay attention to their advertising and change their ads. frequently in order to acquaint the public with the goods they have to sell.

* * *

Opinions differ among hardware men regarding the advisability of pricing lines of goods in plain figures, but when it comes down to every-day household goods for the home, in which almost everyone is interested, there should not be a great variance of opinion on the subject.

* * *

Where special counters or display stands are not available the dealer can use tables to advantage in showing many lines of household goods. A table of specialties, selling from 5c to 25c will bring wonderful results if displayed attractively. Although the sales are small, the percentage of profit is large and the amount of goods sold from a counter or table of this kind would be really surprising if totalled up at the end of each month.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full Reports Dealing With Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

There are no startling developments in the market this week. Metals are steady and prices are holding up well. A decline in wire has been reported. There is a good seasonable demand for hardware and prospects for fall are bright. Orders, although not large, are coming in freely. The stove trade are preparing for a heavy fall business. There is a good demand for furnaces. Paint manufacturers are busy and large numbers of fall orders are being sent out. White lead remains unchanged, but firm. Advices from the south state that firmness is shown in turpentine and resin. Booking for fall delivery has been very satisfactory. The approach of the fall hunting season has created a good demand for arms and ammunition.

MONTREAL.

Montreal, Aug. 20.—Reports from all branches of the trade show a good optimistic trend throughout. Hardware jobbers state that all fall goods are moving freely. Conditions at present are good, and look good for the future, especially in Quebec and Ontario. Paint men, though this is probably the dullest season of the whole year, are most hopeful. To date business is far ahead of last year, and they see no reason why the same statement should not continue to hold true during the four months yet to run. Stove manufacturers find that they have not correctly anticipated demand, and have to place further orders at the foundries, and metal men claim that so far as they are concerned financial stringency is not known. From these four quarters, which represent practically all branches of the hardware trade, there would then appear no cause for any great dread or fear for the future.

Copper Fluctuating.

Copper fell off yesterday to £68 15s, but advanced again to-day to £69 2s 6d on primary sources. New York casting has risen 10 cents on the week to $15.65, and lake stands nominally at $16, it being almost impossible to find a definite quotation on this on account of the strike in the Lake Michigan mines. Firmness for the immediate future is what is looked to by dealers locally.

Advance in Copper Sheets and Bars.

Owing to high price of copper at primary sources, prices on all copper bars and sheets have this week advanced 1½c per lb. Brass holds firm, and should copper continue to advance there will likely be an upward movement in all brass and copper goods.

Tin Steady.

Tin has held steady throughout the week, fluctuating only a matter of 5 or 10 shillings and closing firm to-day at £188 5s. Both on primary and local markets a good healthy feeling prevails.

Lead Shoots Up.

On August 18 lead dropped as low as £19 15s, but the next day shot up again, and closed to-day firm at £20 7s 6d. Dealers anticipate a firm market for some little time, although they claim that prices should be lower and must drop before long. Locally prices are being firmly maintained, and have effected an advance in solder.

Spelter Steady.

Spelter on primary sources closed to-day at £20 10s, which is practically same level as reached week ago. Prices locally continue fairly firm at $6.75 per ton.

Finished Iron Product Firmer.

Though pig iron closed to-day at £54 9s, a decline of 11s over last week, market generally holds steady. In iron and steel markets a stronger feeling prevails. Belgium, which was one of the weakest markets, has shown an advance, so that greater firmness is looked forward to. Galvanized sheets have also shown greater firmness at primary sources.

Solder Advances.

Owing to firmness in lead markets solder has taken on advance of 1 cent. per lb. all round. Half-and-half is now quoted at 28½c, and wiping at 26½c per lb.

Wire, Base $2.20.

The base on wire, which formerly was $2.30, has this week been changed to $2.20 so as to be more in proportion with wire nails. Manufacturers claim that they would rather put the price down at the first of the season than after ordering had begun. This change in base affects bright, annealed, annealed and oiled, and coppered wires. Usual extras apply.

Prices then run as follows:—Hay wire in coils: No. 13, $2.25; No. 14, $2.30; No. 15, $2.40, f.o.b., Montreal, Toronto, Hamilton and London

Autumn Goods.

All lines of lanterns, axes, sleigh bells and all fall goods are moving freely, and forming a large bulk of orders received by jobbers.

Demand for arms and ammunition also keeps up steadily. Sorting orders have scarcely begun, but jobbers look forward to a heavy business yet from these.

Stoves and Furnaces.

Demand for furnaces to date appears to be more advanced than for stoves. Orders are daily being received by mail in addition to those which travellers are sending in. So busy have jobbers found themselves that a number have already found that their anticipations have fallen short of actual demand, and thus have been forced to send in repeat orders to the foundries.

At present delivery is being made extensively on stove boards, elbows, stove pipe wire, fire shovels, lanterns, and all kindred lines.

Collections.

Though August is usually a bad month for collections in all lines of business, dealers claim that conditions are somewhat improved. Especially is this true from country points, but in city such a marked change has not been noted.

YIELD OF FLAXSEED

The last bulletin issued by the Dominion Census and Statistics Office gives some information regarding the yield of flax seed. Representing a standard or full crop by 100 the average condition throughout Canada of flax seed is 83.85. Flax seed is above 80 in the North-west provinces, and in Saskatchewan where the great bulk of this crop is grown the percentage condition is 84.17.

The Paint Situation.

Though this is perhaps the dullest season of the whole year in the paint business, conditions at the present and prospects for the future are both good. To date this has been a bigger year for paints than last, and 1912 was the biggest on record. Though a lot has been said about tightness of money affecting building operations, dealers see no reason why the reputation which 1913 has already established for itself should not hold good for the rest of the year. Some orders for fall have already been received, but as yet no heavy ordering has started.

Linseed Oil.

Two advances in linseed oil have been registered during the past week—the first to 62c and 65c, and the second following to-day, which put the price up to 64 cents for raw and 67 cents for boiled. Seed has been firming up in Winnipeg, and the oil crushers have been advancing their prices right along, so that the general opinion expressed here is that a further advance to 68 cents on raw and 71 cents on boiled before the end of the week would not be at all surprising. Now that dealers have decided to start the ball rolling, it would appear that they will not be satisfied without making a very fair showing.

Turpentine.

Prices quoted in Montreal still continue to hold at 56 and 57 cents per gallon on single barrel lots. Firmness announced last week has again eased off, but change has not as yet been sufficient to cause any movement in prices.

White Lead.

Prices on white lead hold unchanged until October 1st, when it is anticipated that an advance will be made owing to firmness of lead, and to freight rates.

Ready Mixed Paints.

Already a few orders for fall business have been received and give promise of heavy ordering to follow later. Year by year mixed paints have been growing in popularity, and with educative campaigns being worked as to the advantages of painting, there appears no reason why business should fall off to any appreciable extent.

TORONTO.

Toronto, Aug. 21.—All circumstances considered, prices of metals appear to be extremely steady. The remarkable strength of pig lead has been a feature in the metal market for some time. The general situation is sound and a fair volume of business is being done. Special attention is being paid to collections. Conditions appear to be satisfactory. No price changes have been reported. There have been some sales of pig iron and it is expected that several firms will shortly be in the market for supplies. Hardware jobbers report business as being very good for this season of the year. There appears to be a good seasonable demand for summer goods and although there is no heavy buying for immediate delivery the prospects for a good fall trade appear bright. Booking for fall delivery has been very good. Prices on all lines appear to be firm and with the exception of a few minor changes no price changes of importance have taken place during the week. Nails are being shaded somewhat in some quarters but the ruling price remains the same as last week. Copper rivets have declined in price. Stove manufacturers are looking forward to a large fall trade. They report that business is very good indeed for this season of the year. There is a good demand for furnaces. Builders' hardware is also in fair demand on account of a large number of buildings nearing completion. In some cities the building permits are high but they are principally for large buildings and the number of residences in course of erection are not up to the usual number.

A large number of stove manufacturers and paint manufacturers will have exhibits at the Canadian National Exhibition which will be held in Toronto from Aug. 25 to Sept. 6. There will also be exhibits of woodenware, roofing, fencing and many other lines in which the hardware merchants are interested and merchants or their employees should make an effort to visit the exhibits of manufacturers making lines in which the trade is interested.

Conditions in Ontario are very fair. Crops in some sections have suffered from drought but in other sections are reported as being excellent. Western Ontario is particularly fortunate in this respect. A number of travellers will be off the road for the next two weeks on account of the Exhibition. Many travellers will be in attendance at the exhibit of their respective firms.

TORONTO QUOTATIONS ON METALS

Solder	27½ to 28½
Wiping Solder	25½ to 26½
Ingot Aluminum	21c lb.
Pattern	23c lb.
Lead Pipe	7½c lb. less 5%
Lead Waste Pipe	9c lb. less 5%
Traps and Bends	40%
Copper	$16.75 to 17.10
Lead	5.85 to 6.00
Tin	45½c

Quotations on Metals.

Copper is quoted from $16.75 to $17.10. Lead is quoted locally from $5.85 to $6.00. Tin remains at last week's quotations 45½c. Solder ranges from 27½c to 28½c and wiping solder is quoted from 25½ to 26½c lb. Ingot aluminum is quoted at 21c lb.; pattern aluminum 23c lb.; lead pipe 7½c lb. less 5%; lead waste pipe 9c less 5%; traps and bends 40%; iron and steel are unchanged.

Wire, Nails, Etc.

The ruling price on wire nails is $2.25 base although some shading in price is being done in some quarters. Poultry netting for spring booking is quoted at 50-10%. Barb wire remains at $2.42½.

Decline in Wire.

Smooth steel wire is now quoted at $2.20 base with the usual advances. Hay wire No. 13 now quoted at $2.25, No. 14 at $2.30 and No. 15 at $2.40.

Decline in Copper Rivets.

In our last issue item re copper rivets should have stated that the price of copper rivets had declined and that the discount is now 30 and 12½%, instead of 30 and 2½% as formerly. The American list as published in Aug. 9 issue of Hardware and Metal was also adopted. There is no difference in the list price on the rivets put up in 1 lb. boxes or in bulk but where they are assorted the list is slightly higher, the net extra per package has been dropped.

Axe Handles, etc.

A large number of handles have been booked for fall delivery and quite a number of orders have been delivered. The discount on handles is still 40%. Axes range $6.75 to $9.50 per dozen. Double bitted axes range from $10.50 to $12.00 doz.

Rope, Twine, Etc.

The rope market remains unchanged, reports state that the hemp market is firm and that there is a scarcity of the higher grades of hemp. It is said that good manilla hemp is now selling at a

higher figure than the finished product. If manufacturers had to depend on material at present prices instead of the materials which they contracted for many months ago at low prices there is no doubt but what rope prices would soar much higher than they are at present. The market is apparently firm and Toronto quotations are as follows: Pure Manila 17c base; British Manila 13c base; African Hemp 13c base; Sisal 12c base. Quotations on twine are unchanged at prices shown in current market quotations.

Stoves and Kitchen Ware.

The stove trade is good for this season of the year, as this is the quiet season the volume of business being done is not large but prospects for the future are exceedingly bright and a large fall trade is expected. Enamelware and aluminumware are in good demand. Enamelware is quoted as follows,—blue, 50-10%; gray, 60-10%; white, 75%. There has been a heavy demand for garbage cans and shortages here occurred several times during the season. A large number of towns and cities have introduced garbage collection systems during the past year and this has caused an unprecendented demand for all kinds of garbage cans.

Fall Goods.

Such lines as ammunition, guns, lanterns, lamps, and other lines of fall goods are moving freely and a large number of booked orders have been shipped recently. Plain cold blast lanterns are quoted at $7.00 per dozen; short bowl pattern $7.00 per dozen; japanned cold blast $7.50 per doz.; brass well japanned $9.25 doz.; all brass $24.00 doz.; cold blast globes are quoted at 50 cents per dozen.

Paints, Oils, etc.

There are no new developments in the paint trade and no price changes have occurred since our last report. Business in the paint line is holding up well and a good volume of fall trade is expected. A large number of paint manufacturers will have exhibits at the Canadian National Exhibition here from Aug. 25 to Sept 6.

Linseed Oil.

Toronto quotations on linseed oil remain the same as quoted in last week's issue. The demand at present is not heavy and the prices are being governed largely by the Western quotations on flaxseed. Toronto quotations are as follows: Raw Linseed Oil single barrels, 65c per gallon; 3 to 5 barrels 64c per gallon; 6 to 9 barrels 63c per gallon. Boiled linseed oil single barrels 68c per gallon; 3 to 5 barrels 67c per gallon; 6 to 9 barrels 66c per gallon.

Turpentine.

Advices from the south state that firmness is shown in the turpentine and resin market. Trade in this line has been quiet of late but there is now a better feeling existing. An attempt is being made to curtail the output and thus place the market on a firmer footing. Toronto dealers are still quoting turpentine at 55 cents per Imperial gallon in single barrel lots and 54 cents per gallon in 2 to 4 barrel lots.

White Lead.

No change has taken place in the price of white lead and business in this line is good for this season of the year. One of the features in the lead market has been the remarkable continued strength in pig lead. Quotations are still $8.40 in small lots and $8.20 in ton lots.

Glass and Putty.

Orders for glass and putty are coming in freely. Import orders have been mostly filled by this time. Glass is still quoted in Toronto at 15%. Standard putty in casks $2.50 per 100 lb.; $2.70 in 100 lb. drums; $3.00 in bladders.

Gasoline, Benzine, Etc.

Motor gasoline in single barrels is quoted at 25c; in drums 24½c; benzine in single barrels 24½c. Wood alcohol in 5 gallon lots $1.00 per gallon with an extra charge of 50c. net for can. Canadian Prime white coal oil single barrels 15c; U. S. water white 15½c; U. S. Pratt's Astral, 17½c.

TORONTO QUOTATIONS ON SEASONABLE LINES

Hay Baling Wire, No. 13	2.25
Hay Baling Wire, No. 14	2.30
Hay Baling Wire, No. 15	2.40
Copper Rivets	30—12½%
Smooth Steel Wire	2.20 base
Cold Blast Lanterns	7.00 doz.
Japanned Cold Blast Lanterns	7.50 doz.
Brass Bowl Cold Blast Lanterns	9.25 doz.
All Brass Cold Blast Lanterns	24.00 doz.
Axe Handles	40%

WINNIPEG.

Winnipeg, Aug. 19.—Business in general hardware is seasonably good, although there is not by any means the same activity in builders' supplies that there was at this time a year ago. Still there are hopes of some improvement before the close of the season's activities, as it is expected there will be considerable building in the smaller towns when the marketing of the crop brings more money into circulation.

There has been a very satisfactory trade in harvest tools, fall sporting goods, and threshers' supplies of all kinds, and different lines, especially featured in fall trade, are now coming into prominence.

Harvest in Manitoba is now in full swing, and will probably be general in Saskatchewan and Alberta at the end of the week. The weather is somewhat unsettled, but all danger of frost now seems to be past. Prospects still continue of the brightest. The storm of last week did some damage in places, but little to affect the aggregate yield.

Metals.

As forecast last week, there has been a reduction in the price of galvanized iron, and black iron plate is also quoted cheaper. As regards metals generally the market is in a healthy condition, and orders for supplies can now be filled within a reasonable time. Copper is likely to be very strong in the near future. Advices from New York state that "The still further reduction in incoming steel orders and anticipated changes in the present steel schedule of the tariff continue to have a weakening effect on prices, and a reduction in the majority of steel products seems to be in order." This would indicate easier prices in the near future.

Stoves.

There is little news in the stove trade, and not likely to be much doing for another month in stoves and heaters. Furnace and steam heat installation is now being pushed in the larger class of residences, many of which are near completion.

Paints and Oils.

Business in paints and oils is a little quieter, but it has kept up remarkably well throughout the season. It is anticipated that window glass will be moving freely from now, and shipments in this line are already quite heavy. Lubricating oils, linseed oils and turpentine are in fair demand, with prices unchanged. The recent sharp advances in flax prices would indicate a corresponding advance in linseed oil if the seed remains for any length of time at the present figure.

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figure being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb.$10 25 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

"Alonzo W. Spooner, Ltd."
Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.
Nicoluminam Grades, No. 1, 2, 3.
Babbitt Metal Grades, No. 1, 2, 3.
Prices, 6c—60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2½ "	12 25	11 00
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 80
" " 4 "	19 80	19 00

BRASS.

Spring sheets, up to 20 gauge	0 26
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.

Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.

Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.

J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.

Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal	Toronto
		Per 100 lb.
Casting ingot	17 00	17 00
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', insheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summerlee, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	.....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	3 10	3 00
All bright, 52 sheets	3 70	4 15

Galvanized—	Apollo D.	Crown	Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x80	8 90	8 90	9 50
20x28x80	9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 75	3 60	3 75
22-24	3 90	3 75	3 90
26	4 15	4 00	4 15
28	4 40	4 25	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Buttweld Pipe.

Size.	Black.	Galvd.
¼ in.	2 28	3 18
⅜ in.	2 28	3 18
½ in.	2 72	3 57
¾ in.	3 28	4 43
1 in.	4 85	6 55
1¼ in.	6 56	8 86
1½ in.	7 84	10 59
2 in.	10 55	14 25
2½ in.	16 67	22 52
3 in.	21 80	29 45
3½ in.	26 22	35 42
4 in.	31 07	41 97

Standard Lapweld Pipes.

Size.	Black.	Galvd.
2 in.	11 66	15 36
2½ in.	17 26	23 11
3 in.	22 57	30 22
3½ in.	27 14	36 34
4 in.	32 16	43 06
4½ in.	36 20	48 90
5 in.	42 18	56 98
6 in.	54 72	73 92
7 in.	80 92	109 50
8 in.	97 92	132 50
9 in.	117 30	162 20
10 in.	140 10	189 50
12 in.	172 40	238 30

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 75; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60; fittings, 60 and 5 p.c.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.

Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb	0 11½	0 11¼
Light copper & Bottoms.	0 10½	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 50	5 50
Imported pig, per 100 lbs.	5 50	5 50
Bar pig, 100 lbs.	5 75	5 85
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guarant'd.	0 28½	0 28
Wiping	0 26½	0 26

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb.	6 75	7 00

TIN AND TINPLATES.

	Montreal.	Toronto.
Lamb and Flag and Straits— 56 & 28-lb. Ingots, 100 lbs.	45 00	45 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

"Dominion Crown Best"—Double.

COATED, TISSUED.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base	4 50
20x28, double box	9 00

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	8 25
I X, Terne Tin	9 75

CHARCOAL TIN BOILER PLATES.

Cookley Grade—

XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 50
XX, 14x65, 50 sheet bxs.)	

TINNED SHEETS.

72x30 up to 24 gauge, case lots	8 50	....
72x30 up to 26 gauge, case lots	8 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Other sizes, 50 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and papernigs 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

PAINTS, OILS SAND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.60
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.00

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litbarge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.....	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure..	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons........	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.		Per lb.
French medal		0 14
German common sheet		0 10
German prima		0 17
White pigsfoot		0 21
Brantford medal		0 10
" golden medal		0 11
" brown sheet		0 10
" Golden sheet		0 13
" Gelatine		0 22
" white gelatine		0 22
" white glue		0 12
" 100 flake	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL	0 11½
CL	0 12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb....	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb....	0 20½
In 25 lb. drums, per lb..........	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb..	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb..	0 23¼
In ½ lb. pkts., 100 lb. cs, lb...	0 24¾
In 1 lb. tins, per lb...............	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs....	0 08¾

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base....		2 00
Canada Paint Co.'s pure..	1 75	2 00
Globe house paint (Windsor)....		1 60
"New Era" house paint (Windsor)		1 85
Benj. Moore Co.'s "Egyptian" Brand		1 50
Moore's pure linseed oil, H.C..		1 65
Brandram-Henderson's "English"		2 00
Ramsay's paints, pure		1 80
Ramsay's paints, Thistle		1 60
Martin-Senour, 100 p.c. pure....		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co.		
Jamieson's Crown and Anchor brand		1 60
High Standard		2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.

Standard	Montreal	Toronto
Bulk, in casks	2 30	2 50
Bulk, 100 lb. drums......	2 50	2 70
Bladders, in bbls..........	2 80	3 00

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.......	5 90	5 75
No. 1 kegs, per 100 lbs.........	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15
U. S. Water White	.17	15½
U. S. Pratts Astral	.21½	17½
Castor Oil, per lb. in bbls...	8¼	8½
Black Oil, Summer	.12c	12c
Black Oil, Winter	.14	14
Cylinder Oil, Green	.35	35
Parafine Oil	.22	20
XXXX Machine	.22½	21
Benzine	.27½	24½
Motor Gasoline, in drums...	.24½	24½
Motor gasoline	.27½	25
Pure turpentine, single bbls.	.56	55
Linseed Oil, raw, single barrels	.65	65
Linseed Oil, 3 to 5 bbls......	.64	64
Linseed Oil, 6 to 9 bbls......	.64	63
Linseed Oil, boiled— single bbls.	.63	68
3 to 5 bbls.	.62	67
6 to 9 bbls.	.62	66
Alcohol, 5 gal. lots. per gal.	1.00	1.00
Resin Grade G, bbl. lots ..	7.25	8.00

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps, brown japan	1 00
No. 1 brown japan	0 90
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 30
B.H. Ltd. "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish....	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure..	8 25	8 20
Crown and Anchor, pure.	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 00
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd....	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz..........	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

ANVILS.

Buckworth, per lb.	0 10¼

AMMUNITION.

"Dominion' 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits	30 and 10
Irwin's auger	.45
Gilmour's auger	70
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr.		0 80
Richards Wilcox No. 117 P.D. Hanger, full set		2 75
Stearns wood track		Special
Zenith	....	9 00
Atlas, steel covered	5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin angers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common, new, $1 list.	
Carriage Bolts, ⅜ and smaller..	60 & 15
Carriage Bolts, 7-16 and up......	55
Carriage Bolts, Norway Iron ($3 list)	55 & 15
Machine Bolts, ⅜ and less......	65 & 5
Machine Bolts, 7-16 and up.....	57½
Plough Bolts	55 & 5
Blank Bolts	57½
Bolt ends	57½
Sleigh Shoe Bolts, ⅜ and less.	55 & 10
Sleigh Shoe Bolts, 7-16 and larger.	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes	4c per lb. off
Nuts, Hexagon, all sizes.	4¼c per lb. off

Stove rids, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll....	0 95
O.K. Paper, No. 1, per roll......	0 95
O.K. Paper, No. 2, per roll.......	0 70
Plain Fibre, No. 1, p. 400 ft. roll	0 50
Plain Fibre, No. 2, p. 400 ft. roll	0 35
Tarred Fibre, No. 1, 400 ft. roll.	0 62
Tarred Fibre, No. 2, 400 ft. roll.	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone. 15 lbs.	0 50
Plain Surprise, per roll	0 42
Resin sized Fibre, per roll.........	0 42
Asbestos Building Paper, p. cwt.	3 25
Heavy Straw, plain and tarred, per ton	36 00
Carpet felt, per cwt.	2 60
Tarred wool roofing felt, cwt.....	2 00
Pitch, Boston or Sydney, 100 lbs.	0 85
Pitch, Scotch, per 100 lbs.........	0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 60	3 00
2 Ply Ready Roofing, per sq....	0 75
3 Ply Ready Roofing, per sq.....	0 95
2 Ply Ready Roofing, per roll....	1 15
3 Ply complete, per roll............	1 35
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl..............	4 50
Refined coal tar, per bbl..........	5 00
Shingle Varnish, per bbl..........	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000.	23 00	28 00
" English	17 00	21 00
" American, low ..	23 00	25 00
" " high..	27 50	31 00
Fire clay (Scotch), net ton..	....	5 50
Fire clay (American), net ton	5 00	10 00

CHALK AND PENCILS.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr.	2 40	6 75
Crayons, per gross	....	0 20

CHISELS.

Cold chisels, 5 x 6 in., doz..	2 20
Bevel edge, 1 inch, doz...........	2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

12 in., doz. prs.	4 65	4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in.........	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case..	4 50
8 lb. size, 2 doz. in case, case....	7 20
17 lb. size, 1 doz. in case, case...	6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths........	3 45
3 " " "	4 28
4 " " "	5 53
5 " " "	7 60
6 " " "	9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 per cent.
Copper tea and coffee pots, 40 per cent.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand)....	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz..............	5 25
Folding handles, 8 inch, doz........	1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " " "	3 31
12 " " "	3 88
15 " " "	5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan Globe	75
Black Diamond	66⅔
Delta Files	60
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (English list)	35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	$ 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickery handle, lb lb.	6.25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over..	0 06
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1½-inch, per doz.	5 20
Web	2 45

SISAL HALTERS (SNAP & RING).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12½	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to	3 75
Sheep skins, up to	1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial and Colonial steel, 60 and 10 per cent.
Star decorated steel and white, 33⅛ per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15

Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103..	1 35	2 00

Toasters, 50 per cent.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS, TRESTLES, ETC.

Step Ladders—

Shelf-lock	16c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20 ft., each	$2.60
22	2.86
24	3.12
26	3.38
28	3.64
30	3.80
32	4.16
34	5.10
36	5.40
38	5.70
40	6.00
44	7.48

(COMMON SINGLE LADDERS)

8 ft., each	$ .80
10 ft. ,each	1.00
12 ft., each	1.20
14 ft., each	1.54
16 ft., each	1.76
18 ft., each	1.98
20 ft., each	2.40
22 ft., each	2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

(PAINTERS TRESTLES).

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.00	20 ft., each	6.00

LANTERNS.

No. 2 or 4, plain cold blast, doz.	7 00
Short bowl pattern, doz.	7 00
Japanned cold blast, doz.	7 50
Brass well japanned, doz.	9 25
All brass, doz.	24 00
Cold blast globes, doz.	0 50
Prism globes, doz.	1 20

LAWN HOSE.

Competition	70	5 p.c.
Corrugated, ½ in., ft.		0 13½
Corrugated, ¾ in., ft.		0 17

500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from		12 00
Axes, dozen, from		6 50
Axe handles, dozen from	0 80	3 75
Cross cut saws, per foot	0 25	0 65
Axe wedges, dozen	....	0 25
Ball and heel calks	4 00	4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per do z.	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ...... $3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen...... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

CLAY PICKS.

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap ...... per gross	30 00
Indian snap ...... "	25 00

RAZORS.

	Per doz.	
Boker's	7 50	11 00
Boker's King Cutter	11 30	14 40
Henckel's	7 50	20 00
Gillette Safety, each		3 75

Star Safety Razor, 33 1-3 per cent.
Edelweiss 16 00

ROPE AND TWINE.

Sisal rope	0 12
Pure Manila rope	0 17
"British" Manila	0 13
African hemp	0 13
Cotton, 3-16 inch and larger	0 27

Russia Deep Sea line, 7-16 and larger, 18c.
Jute, 7-15 and upwards, 10½c.

Lath yarn, single	0 11¼
Lath yarn, double	0 11¾
Sisel bed cord, 48 feet, per doz..	0 72
Sisel bed cord, 60 feet, per doz..	0 90
Sisel bed cord, 72 feet, per doz..	1 08
Cotton clothes line, 18 per cent.	off.
Bag, Russia twine, per lb.	0 27
Wrapping cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging twine, per lb.	0 35

BINDER TWINE.

650 ft., per lb.	0 12½
600 ft., per lb.	0 11
550 ft., per lb.	0 10
500 ft., per lb.	0 09½

5 ton lots, ⅛c lb. allowance.
10 ton lots, ¼c lb. allowance.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot , doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs..	2 20
Sectional, ½ lb. each, per 100 lbs..	2 35
Solid, 3 to 30 lbs.	1 63

SASH CORD.

No. 3, per lb.	0 28½
Sash Chain, No. 2, hd. ft.	1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14 x 18, open 28½ inches	1 00
Perfection window screens, 14 x 15, open 22½ inches	1 30
Model window screens, 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS.

	Per cent.		
Wood F.H., bright and steel	.85	10	7½
" R.H., bright	.80	10	7½
" F.H., brass	.75	10	7½
" R.H., brass	.70	10	7½
" F.H., bronze	.70	10	5
" R.H., bronze	.65	10	5
Drive screws	.65	10	5
Set, case hardened	.60	10	
Square cap	.50 and 05		
Hexagon cap	.45		
Bench, wood, per doz.	$5 00		
Bench, iron, per doz.	4 25		

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan. 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7⅛, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks, per 1,000 .... 8 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 .... 6 75
Blind, per lb. 0 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths.... 7 82
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

and 6-inch common, per doz..... 1 20
7-inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock. 18 75

STONES—OIL AND SCYTHE.

			Dozen	
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in.		2 50	3 10	3 50
Hindostan	per lb.	0 06		0 10
" slip	"	0 18		0 20
" Axe	"	....		0 16
Deer Creek	"	....		0 10
Deerlick	"	....		0 25
Axe	"	....		0 15
Lily White, 6 in., 7 in., 8 in., doz.		6 00	6 60	7 60
Arkansas	"	....		1 50
Water-of-Ayr	"	....		0 10
Scythe	per gross	3 50		5 00

TACKS, BRADS, ETC.

Carpet tacks, blued. 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; liningtacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
Lufkins, steel, No. 264, 66 ft., ea. 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821... 1 95
Chesterman's Steel, No. 1840, 50 ft.. ....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p. c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps 0 60
Out O' Sight Rat Traps 1 20
Easy Set Mouse Traps 0 45
Easy Set Rat Traps 0 95
Blizzard Mouse Traps 0 45
Blizzard Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VACUUM CLEANERS.

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combination Cleaner...... 6 50
Cadillac Electric, Model C......... 18 00
Cadillac Electric, Model D......... 20 00

VISES.

Per pound 0 12 0 12¾
Hinged pipe vise, 25 lbs.. .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz......... 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Velox 180 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3........ 85 00
20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz........ 47 50
Eze, 11 in., per doz.................. 51 75
Bicycle, 11 inch 59 25
Trojan, 12 inch 100 00
Favorite 511E 61 50
Unexcelled 1041E 75 50
Challenge 311E 54 00
Gem 141E 51 75
Sunlight, 111 .... 44 50
20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 in... 0 70
" " " 34 in... 1 00
" " " 36 in... 1 25
" " neckyokes, 36 in... 1 25
" " doubletrees, 40 in.. 0 95
" " lumbermans, 44 in.. 0 95

WOOD HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.

Extra ash fork, hoe, rake and shovel handles, 45 per cent.

Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.

Carriage neckyokes, oval and whiffsa,h
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.

Team neckyokes oval and round whiffletrees, hickory and ash, 35 per cent.

All other ash goods, 40 per cent.

All hickory, maple and oak goods, 35 per cent. Wrenches.

Agricultural, 67½ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.......... 4 50
With rim, 18x28, per doz.......... 5 00
With rim, 20x30, per doz.......... 5 50
Without rim, 18x24, per doz...... 4 00
Without rim, 18x28, per doz...... 4 50
Without rim, 20x30, per doz...... 5 00

IRONING BOARDS.

Size 12x60 ins., per doz.......... 5 75
Size 14x60 ins., per doz.......... 6 25
Folding, 12x60 ins., per doz...... 15 00

SLEEVE BOARDS.

Basswood, stationary, doz.......... 1 50
Folding, per doz. 3 50

WASH BOARDS.

Glass, doz. 3 25
Enamelled, doz. 4 50

CLOTHES BARS.

3 sections, 4 ft., doz............... 4 25
3 sections, 5 ft., doz............... 5 50
3 sections, 6 ft., doz............... 7 25

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz..... 12 00

CLOTHES PINS.

Common, 5 gross in box, per box 0 65
Spring clothes pins, per box........ 1 00

WOOD WASH TUBS.

Standard size, doz. ....

TUB AND WRINGER STANDS.

Folding frame, doz. 18 00

WINNIPEG HARDWARE QUOTATIONS.

AX HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 70 and 10 per cent.

BARB WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William, $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅜ and smaller, 60; 7-16 and larger, 50; machine, ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅜, 50½c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.50 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)....	5 00	5 35
26G (eual 28 Amer.)...	4 50	5 10
24G	4 25	4 65
22G	4 25	4 65
20G	4 15	4 55
18G	4 15	4 45
16G	4 00	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

50 per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8 ,44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal, 12¼; Pure Manila, 17¼; British Manila, 13¼c; lath yarn, 11½c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

SCREWS.

Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 68c; boiled, per gal., 71c.

TURPENTINE.

Per gal., barrel lots, 70c.

DRY COLORS.

White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.25 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

PUTTY.

Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

21½ cents per 112 lb.

Painters Know Good Paint

and the fact that **B-H "ENGLISH" PAINT** is given the preference by leading painters everywhere is proof enough to any reasonable man that it must be essentially superior. Practical men don't go on wasting their money for it in preference to others, you may be sure they do so because convinced of its merit.

The known qualities of

B-H "ENGLISH" PAINT

make it the most profitable paint to sell, because you have the perfect certainty that it will always satisfy the user and lead to more sales. There's no guesswork about this. The fact of long-continued and constantly extending use is the best possible proof that this is so and that the live dealer can make more and surer profits handling **B-H** than any other paint.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Say! "100% Pure"
And The Sale Is Half Made

The average man is pre-convinced that Pure White Lead, Zinc and Linseed Oil Paint—100% Pure Paint, is the safest paint to use—It takes more than argument or paper tests to change him. The easy thing to do is to give him

"The Line of Least Resistance"

Make your store a recognized clearing house for preferred stock — MARTIN-SENOUR PAINTS and VARNISHES—goods that have intrinsic value and that best meet the requirements of your customers.

Write your name and ours on a post-card and just say—"Show me."

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

"Spic and Span"

The Very Name Influences More Paint Sales

There's a paint, a varnish, a stain, an enamel to make things "Spic and Span" throughout the house—walls, floors, furniture, bric-a-brac; also, carriages, wagons, implements,—a suitable finish for every decorative taste—in

This line will be extensively advertised in Magazines, Farm Papers and Periodicals, reaching many people right in your town, and with catchy window trims, store signs, etc., will lead to new avenues of trade for the MARTIN-SENOUR Dealer.

Can we connect up your store with some new customers? ? When ? ?

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

MOORE'S

HOUSE COLORS

And Pure Linseed Oil

PAINT

Will Pay You A Good Profit And Give Your Customers Big Value For Their Money.

The better profit problem is solved in instant you start selling the Moore line.

It is dependable as has been proven by actual service for many years.

The very best of everything goes into our products—the best material—up-to-date methods and the fruit of many years' experience.

The Moore Line:

MURESCO. The best wall finish.
HOUSE COLORS. A pure linseed oil paint.
FLOOR PAINT. Dries hard over night.
MOORAMEL. A perfect flowing enamel.
TILE-LIKE. Varnish and stain combined.
SANI-FLAT. A non-poisonous flat oil paint.

Try them and be convinced that they are rapid sellers.

Benjamin Moore & Co., Ltd.

West Toronto **New York** **Cleveland** **Chicago**

The F. R. MURRAY CO., Ltd., Vancouver
Distributors for British Columbia

PURE PREPARED PAINTS

JAMIESON'S

Positively Guarantee Satisfaction Everywhere

Handle this paint and you will get the particular painters coming your way and will keep them coming.

There is no surer way of securing a permanent and increasing trade.

Every can of Jamieson's Pure Prepared Paint contains 100 per cent. real value.

Let us get you acquainted with its selling qualities before you place your next order.

We will take pleasure in getting you in touch with other dealers and users. Hear what they have to say. You will get the same results.

BRANDS: Crown and Anchor, Island City and Rainbow.

R. C. Jamieson & Co., Ltd.

MONTREAL

Owning and Operating P. D. DODS & CO., Limited

PAINTS, OILS, VARNISHES, GLASS, ETC.

The
HOUSE FOR QUALITY

And
PROMPT SERVICE

Our Lines Are The Assurance Of Pleased Customers

Let Us Prove Our Claims. Send A Trial Order

Sanderson Pearcy & Co. Limited

THE OLD AND RELIABLE HOUSE
Wholesale Paints, Oils, Glass, etc., etc.

61-63-65 Adelaide St. West, TORONTO, ONT.

Lampblacks

Throughout the Paint and Color Trade, Martin's Germantown is known as the synonym for Lamp Black in its purest and best form.

The history of the Lamp Black Trade is the history of the immense business of the L. Martin Co. It is the oldest firm of Lamp Black makers in the United States, having succeeded to the century old business of Caleb Fox, in Germantown, Philadelphia, taking out its articles of incorporation in 1849.

The Philadelphia Works alone of the L. Martin Co. comprise several large buildings covered by over 100,000 square feet of roofs.

The purity and excellence of our blacks have won several Gold Medals, Grand Prix and Diplomas in open and International Competition, and in the course of our long history of over six decades we have received patronage from several Governments and the largest railroads and manufacturing corporations in the world.

This record of honors is a tribute, showing how after sixty years of competitive industry, The L. Martin Co. is still foremost; that while advancing with the times and initiating the most modern methods and machinery, we have maintained undeviatingly our standard of the highest purity and quality in our goods and the fullest value for money.

Whatever bears the name of the L. Martin Co. is the Best. By no other means could a firm have so triumphantly stood the test of time.

This seal in red **on every package**

Why buy the "Near Brand" when the "Best" is procurable?

THE L. MARTIN CO.

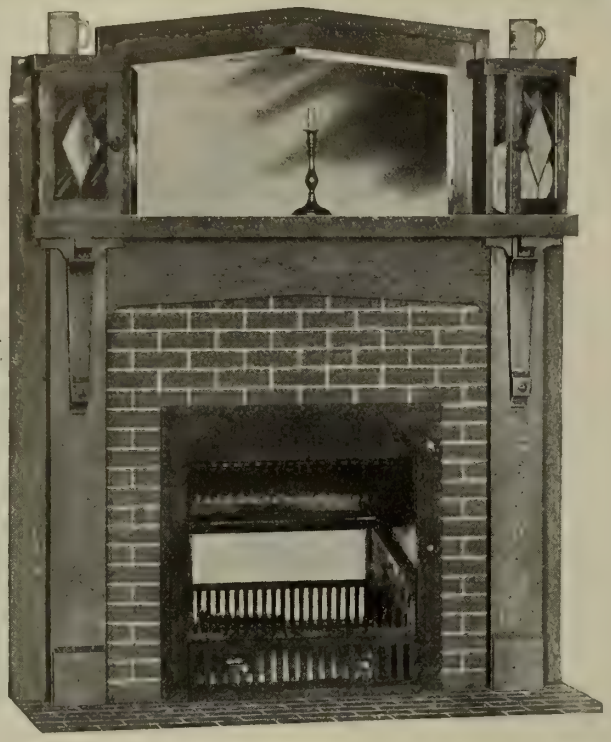
Originators and manufacturers of the famous "Old Standard," "Eagle," "Pyramid" and "Globe" Germantown Lampblacks.

New York City

Philadelphia, Pa. **Cincinnati, Ohio.** **Johnsonburg, Pa.**
Middletown, Conn., U.S.A. **London, England.**

CANADIAN AGENTS:

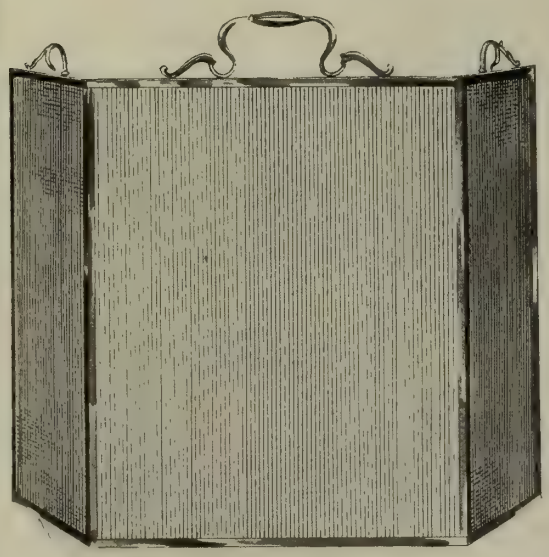
J. A. TAYLOR, Montreal. **JAMES HAYWOOD, Toronto.** **H. P. PENNOCK & CO., Winnipeg.**



KEEP ABREAST OF THE TIMES

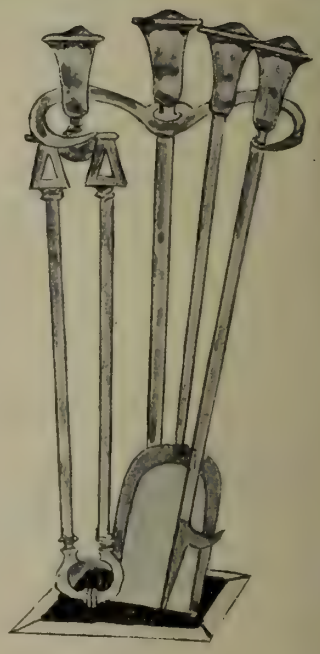
No home to-day is considered strictly modern unless it has a fire-place. It is only natural. Climatic conditions in Western Canada afford almost daily use for the open fire-place. It is generally credited that the installation of a mantel fire-place into a house adds anywhere from five hundred to a thousand dollars to its value. Builders have recognized this condition of things, and more mantels, grates and fireside appliances are sold to-day than ever before.

Every up-to-the-minute and wide-awake dealer is preparing for the increased business that is daily in evidence in this line. Some time ago we anticipated such conditions, and are now in a position to supply every dealer with the latest styles and improved lines of mantels, grates and fire-place fittings.



Our New Catalogue Shows You

with numerous illustrations types that are most popular to-day. Any inquiry will receive our immediate attention. A copy of our new catalogue is yours for the asking. Take advantage of this suggestion and prepare for a good fall business.



The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
Winnipeg

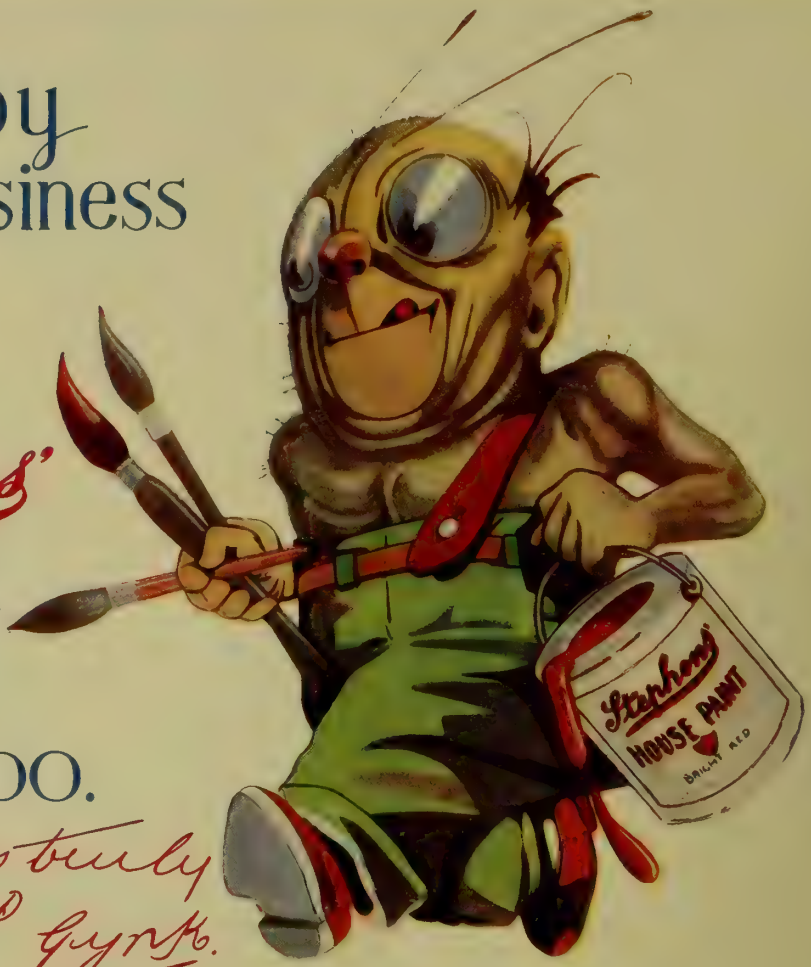
EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

RAMSAY'S PAINTS

THE
RIGHT
PAINT
TO
PAINT
RIGHT

FOR SALE BY
ALL LEADING DEALERS

I'm happy 'cause business is good. Sell Stephens' REGISTERED TRADE MARK Paints and yours will be good too.



Yours truly
S. P. Gynk.

"When you see Mr. Gynk,
'Tis of Good Paint you think"

Stephens'

EVERYONE, men, women and children, in Western Canada is familiar with Mr. Gynk, and he is connected in their thoughts with the best paints, Stephens'. He is only part of the snappy advertising features we are offering the Western Paint dealer, and is partly responsible for there being a larger and more insistent demand for Stephens' Paints than any other. We will gladly outline our features at your request, and send you Color Cards, Catalogues, and detailed Agency proposition.

"A Western Paint for a Western Climate"

Manufactured in Winnipeg by

G. F. STEPHENS & COMPANY, Limited

"Paint and Varnish Makers" **Branch at Calgary, Alta.**

A 'Cross-Counter Talk

Customer: "What's in a name, one paint's as good as another."

Dealer: "You make a big mistake there. A good paint is known by its label. It's the mark that distinguishes the brand from a host of unreliable paints. It's the visible guarantee of quality.

SHERWIN-WILLIAMS PAINT, PREPARED, is known by its label. Forty years of good paint making have made it the sign that stands for paint quality, satisfaction and economy. The name is your protection and mine."

The S-W name and the S-W reputation is the most valuable asset a paint dealer can have. Shall we tell you more about it? Write for our book "How to make Money in the Paint and Varnish Business." It is sent without cost or obligation.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

The Sherwin-Williams Co. of Canada, Ltd. : Montreal, Toronto, Winnipeg, Vancouver.

ENDS ALL FLOOR TROUBLES

TRADE **ELASTICA** MARK

FLOOR FINISH

The one perfect Floor Varnish.

BRINGS BIGGER BUSINESS, BETTER PROFITS.

STERLING PREPARED PAINTS

The QUALITY Is A Positive Assurance Of RE-ORDERS

These paints are the result of using the purest ingredients and our long experience.

They have been time tried and tested—they have **never** failed to make good.

You do not have to experiment with **this line.** We will be very glad to get you in touch with some dealers so that you will benefit by their experience.

Why delay? Write us now

Canadian Oil Companies, Ltd., Toronto

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

DOUGALL VARNISH

THE VARNISH THAT LASTS LONGEST

TRANSPARENT WOOD FINISH—This is the highest grade of Architectural Varnish, and is made for Exterior work, Interior work, and Floors. "T.W.F." preserves the natural beauty of the wood—brings out the fineness of the grain—and gives a beautiful clear smooth surface. Zanzerine Varnish (made also in Exterior, Interior, and Floor) is a better quality than ordinary Architectural Varnish, although sold at same price. Booklet free on request.

DOUGALL MOTOR CAR FINISHES—The Dougall System is a distinctive treatment of varnishing which "stands the racket" of vibration, mud and dirt and wind-driven grit, and oil spattering longer than any other automobile finish produced. "Dougalls" is the most durable finish for motor cars. A booklet explaining the system will be gladly sent on request.

DOUGALLS MARINE VARNISHES—This is the marine test for Varnish, the test which Dougalls is made to stand:

"Proof against salt and fresh water, spray, damp, heat, cold, blazing sun, every element to which a marine varnish is exposed." Dougalls fills up the pores of the wood and dries with a perfectly smooth lustre which will not blister, crack, nor spot. Booklets on Finishing Water Craft sent free.

PIANO VARNISHES. FURNITURE VARNISHES—Dougall's Piano Varnishes reduce varnish room troubles to the minimum, and give the splendid finish which helps to sell the pianos. Dougall Furniture Varnishes save you money in your varnish room—absolutely uniform, absolutely reliable.

There are hundreds of different kinds of varnish in the Dougall range—including the one you ought to use for the work you have on hand. For a card we will gladly send you a book dealing with the particular job you have on hand—free on request.

The Dougall Varnish Company, Limited, Montreal

Associated with MURPHY VARNISH COMPANY, U.S.A.

HOW IS YOUR PAINT STOCK?

Does it hang fire, and stick on your shelves?
The full margin of profit in your paint department can only be realized by handling a good clean-cut, quality stock, of known reputation and backed by common sense help in direct support of your business.
Feature *MINERVA PAINTS*—the famous British Brand, and watch your paint sales grow.
Ask any Minerva Agent for his opinion.
We will be pleased to supply their names on request. There are hundreds with daily increasing sales.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

TORONTO WINNIPEG VANCOUVER
Established in England 1834

L-25

New Era Flat Wall Coating

IS AN EXCELLENT BUSINESS BUILDER

—every sale will lead to other sales.
It is easily applied, dries without gloss, imparts a soft, rich but subdued and altogether restful effect to the eye.

SANITARY WASHABLE DURABLE

Can be washed with soap and water, after which it will show forth all the original freshness and beauty.

Results are equally good on walls or woodwork, as in either case tones soft and refined are obtained.

Send us a trial order at once. A big demand for flat wall colors always comes with the spring season.
Write for color cards and prices.

Standard Paint & Varnish Co.,
Limited
WINDSOR, ONTARIO

PAINT AND VARNISH REMOVERS OF QUALITY

When you buy remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance.

Our Licensees are the only authorized manufacturers of the SLOW-DRYING QUICK-ACTING, NEUTRAL REMOVERS.

	Name of Brand
SHERWIN-WILLIAMS CO. OF CANADA, LTD., Montreal.	"Taxite"
INTERNATIONAL VARNISH CO., LTD., Toronto.	"Klensa"
PRATT & LAMBERT, INC., Bridgeburg, Ontario.	"Expedite"
BRITISH AMERICAN PAINT CO., Victoria, B.C.	"Bapco"
MOUNT ROYAL COLOR AND VARNISH CO., LTD., Montreal.	"Scrape-off"
ROBERTSON CO., LTD., JAMES. Toronto.	"Robertson's"
PEARCY & CO., LTD., SANDERSON, Toronto.	"Devolite"
STEWART & WOOD, Toronto.	"Solvo"
MARTIN-SENOUR COMPANY, LTD., Montreal.	"Martin-Senour"
ADAMS & ELTING CO., Toronto.	"Adelite."

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT NO. 78,586."

Chadeloid Chemical Company
100 William Street, New York, N.Y.

Make your fall paint trade worth while. These lines have a good sale in the fall and are profitable ones for the aggressive dealer to push.

SUN VARNISH STAIN

It is a permanent pigment stain scientifically combined with a durable varnish. It is an excellent finish for renewing shabby and worn surfaces of woodwork, furniture, and floors. This time of year every household has use for just such a finish as Sun Varnish Stain.

SANITONE

This is a durable, sanitary and artistic finish for interior walls and ceilings. Sanitone is an oil paint which dries without gloss, producing a very pleasing dull flat effect. It does not fade or rub off like water paints, and it can be washed with soap and water without injury.

THE CANADA PAINT CO

LIMITED

PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
FACTORIES & OFFICES-MONTREAL-TORONTO & WINNIPEG-OXIDE MINES-RED MILL-QUEBEC

How the Hardware Man Can Make Money Selling Farm Engines

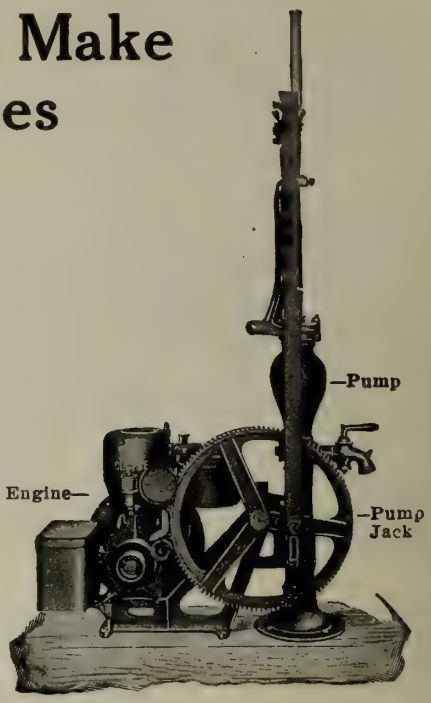
Every farmer is a prospect for a farm engine. Thousands of engines are being sold annually throughout Canada. The agricultural papers are full of farm engine advertising and long articles on the many uses and economy of the farm engine. Farmers read these papers very closely and are buying engines as rapidly as they can afford to. Farmers must come to the hardware dealer for supplies, and while there will look at a farm engine if you have one in stock.

You can add to your profits by securing the agency for a reliable farm engine.

FAIRBANKS-MORSE FARM ENGINES

Have an international reputation for reliability and long service. Farmers like them and speak well of them. Fairbanks-Morse engines are made in Canada, and are backed by a strong organization. We relieve you of all responsibility. Our engines are made in all the common sizes for farm use. By representing us you can supply any size or type of engine the farmer may need. The Eclipse engine shown here is in universal use and would be a safe engine to carry in stock as there would never be a chance of your having it left on your hands. It is easy to sell. We are selling them all the time direct to farmers.

Write us in regard to handling our farm engines.



The Canadian Fairbanks-Morse Company, Limited

444 St. James Street - Montreal

ST. JOHN QUEBEC OTTAWA TORONTO WINNIPEG
SASKATOON CALGARY VANCOUVER

One of the Largest Users of Babbitt Metals in the Dominion states:—

IMPERIAL GENUINE is the BEST BABBITT

he ever used

Imperial Genuine is the highest grade of Babbitt made

Imperial Genuine Flows Freely Will Not Shrink Contains No Lead

We Manufacture BABBITT METALS of QUALITY

HARRIS "The Babbitt Metal without a fault"
HEAVY Is a favorite with the Engineer
PRESSURE Is the Best Babbitt for all General Machinery Bearings

We Manufacture Solder, Lead Pipe, Traps and Bends, Brass Ferrules, Soldering Nipples, and all Plumbers' Supplies, and carry in Stock

ALL INGOT METALS

EVERY HARDWARE MAN IN THE DOMINION SHOULD GET OUR PRICES

THE CANADA METAL COMPANY, LIMITED

Head Office and Factory: **TORONTO** Branch Factories MONTREAL WINNIPEG

Luxeberry Wood Finish

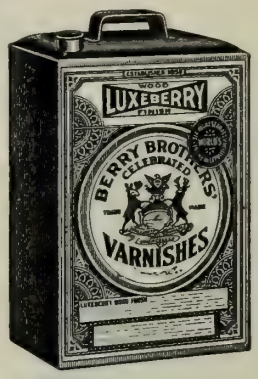
This famous Berry Brothers' product gives the best results in general interior finishing and is unequalled for producing a handsome and durable finish on all woods.

It develops and preserves the grain and can either be left in the natural gloss or rubbed and polished as may be desired.

Even the water and slime of the recent Ohio Floods failed to dull the brightness of Luxeberry Wood Finish in homes where it had been used. Soap and water soon restored the immaculate finish on the wood work.

It combines beauty with its famous wearing qualities and will not crack or fade like ordinary varnish.

For finishing floors use Liquid Granite—the superior floor varnish.
Send for our interesting and instructive free booklet.

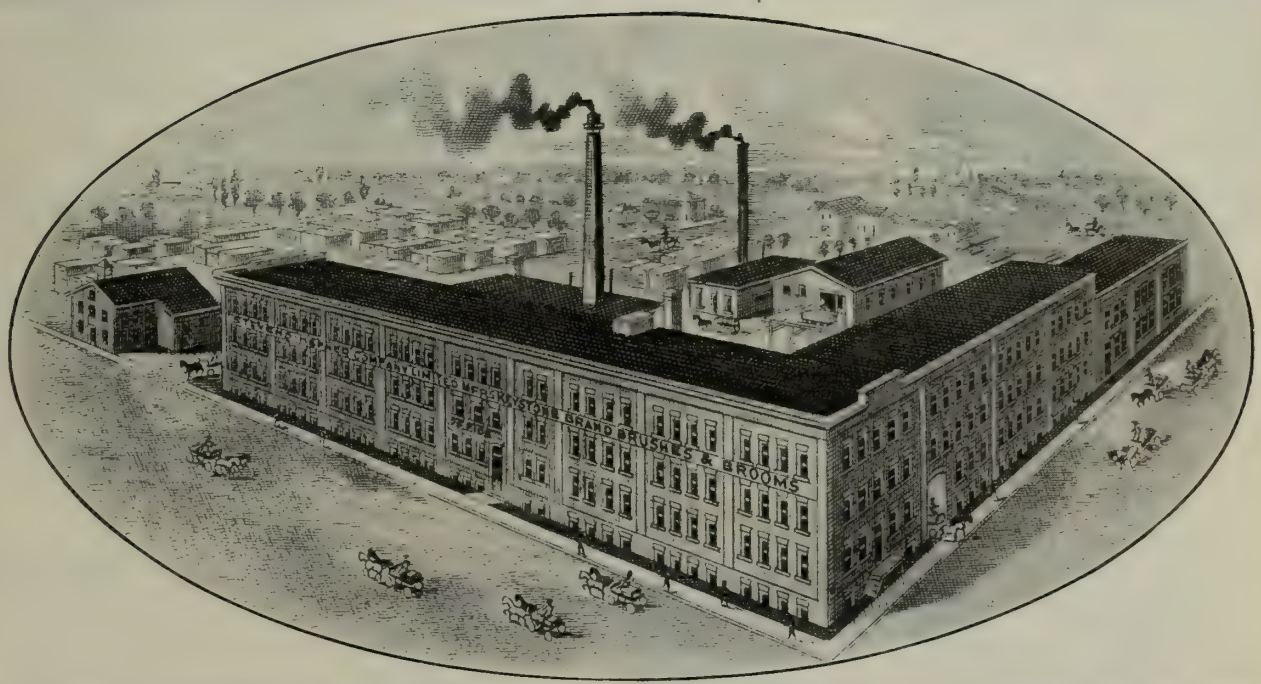


BERRY BROTHERS (Incorporated)

Established 1858

Largest Varnish Manufacturers in the World.

WALKERVILLE, ONT.



Owing to the rapidly increasing demand for **KEYSTONE BRAND BRUSHES AND BROOMS** we have found it necessary to again make a large addition to our plant and the above illustration shows our factories with the new addition which is just being completed. With this greatly increased capacity we hope to be able to take care of all business offering and to make prompt deliveries.

STEVENS-HEPNER COMPANY, LIMITED

PORT ELGIN, ONTARIO

Steel Rules, Gauges, Etc.

CHESTERMAN'S

MEASURING TAPES

Linen and Steel

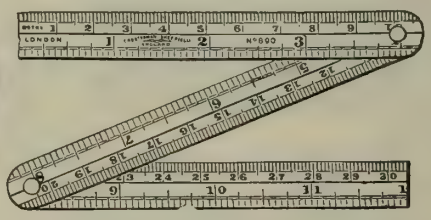
TRADE J C MARKS

CONSTANTIA J C

TRE BLE

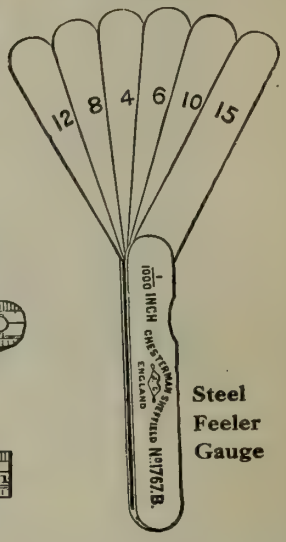
For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal



Steel Pocket Rule

Engineers' Small Tools



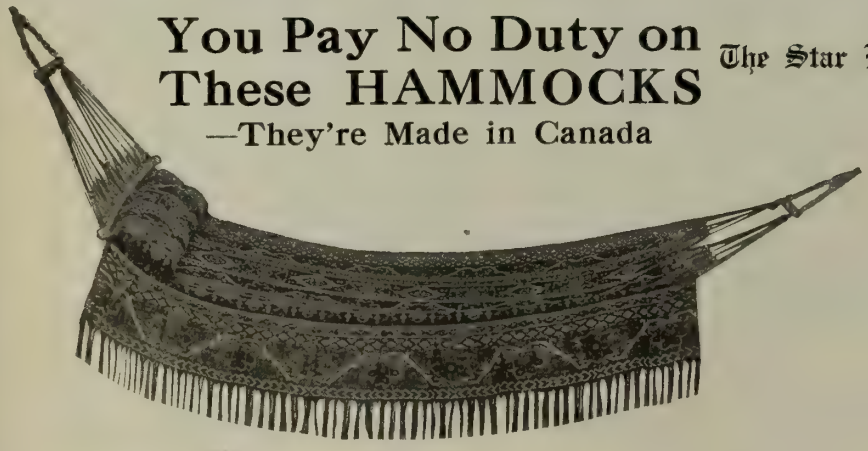
Steel Feeler Gauge

"PARKYTE"
Sanitary Chemical Closets

Mr. Progressive Dealer, now is the time to stock the "Parkyte" Closets—the only original Sanitary Chemical Closets. All leading jobbers are now handling our Closets exclusively. They know it is the best seller. The "Parkyte" is the standard of quality. Compare the "Parkyte" with other makes of Closets, and you will prefer a "Parkyte" every time.

If your jobber cannot supply you, write direct.

PARKER-WHYTE LTD., Winnipeg



No. 943

You Pay No Duty on These HAMMOCKS

—They're Made in Canada

The Star Brand Woven Hammocks

TRADE MARK

The Quality of the Star Brand Line is Unsurpassed

Be sure to specify this line when placing your order with your jobber for next summer's supply.

We guarantee satisfaction.

Write for prices.

The Dominion Hammock Manufacturing Co., Ltd.

DUNNVILLE, ONTARIO

The Most For Your Money

Every so often the "just as good as Plymouth" argument is put up to you. Suppose you take a chance. The rope arrives. What do you do?

Here's what one dealer did.

> "I just returned three coils (just as good as Plymouth Manila) ½c lower in price, but, "my," the quality."

PLYMOUTH ROPE
"The Rope You Can Trust"

became the standard article that it is by giving superior service to the user.

In rope "the most for his money" means to the user; greatest length, strength, durability and working qualities — not so many pounds. To the dealer it is expressed in the satisfaction of his customers and the permanency of their trade.

The only basis on which you can give the customer lasting satisfaction is that same superior service. "Just as good as Plymouth" arguments do not convince him nor do they convince you.

When an article remains standard, uniform and appreciated from year to year, like Plymouth Rope, it's a good thing to stick to.

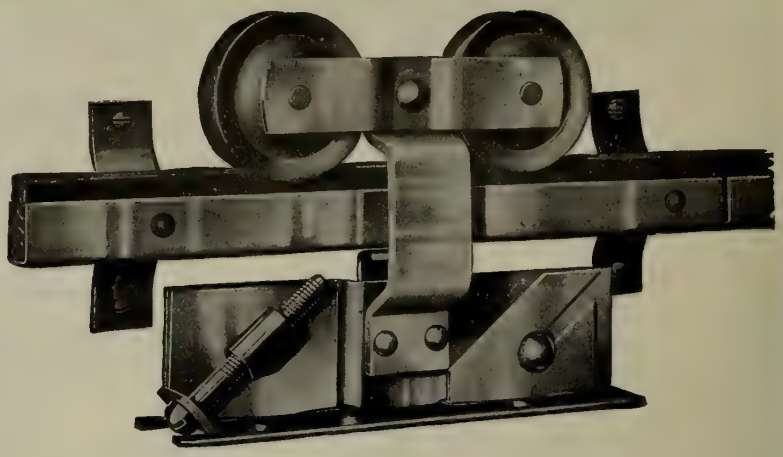
Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver

Are You Getting The Hanger Business In Your Locality?



The Hatch

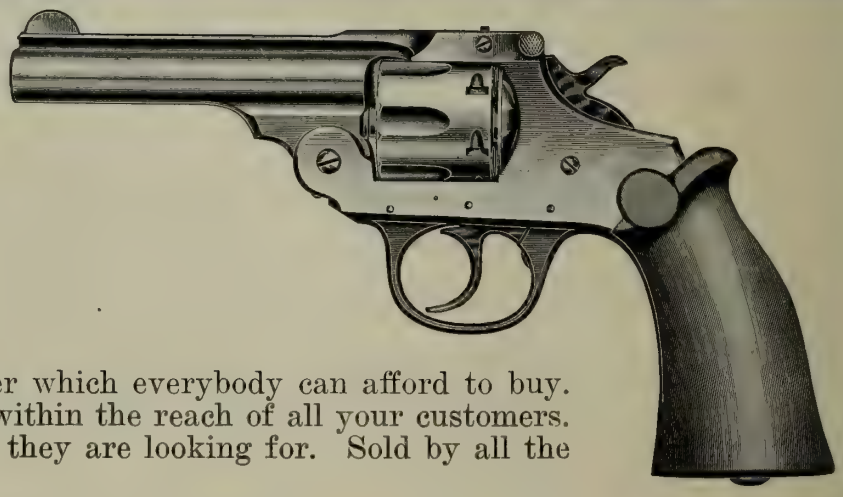
The Hatch Parlor Door Hanger gives entire satisfaction all around. It is low in price, easily adjusted, and very easy to put up. The Hatch is practical and noiseless, runs smoothly, and does not get out of adjustment.

Canada Steel Goods Company, Limited

Crescent Brand **BUTTS and HINGES**

Hamilton, Ontario

Make Your Firearms Business Pay



Stock the revolver which everybody can afford to buy. **The Iver Johnson** is within the reach of all your customers. It's just the revolver they are looking for. Sold by all the Canadian jobbers.

Absolutely and automatically safe.

Inferior to none in range, accuracy and penetration.

Your best seller.

TRADE MARK IVER JOHNSON

Iver Johnson's Arms & Cycle Works

350 River Street, Fitchburg, Mass.

Manufacturers of the famous Iver Johnson Champion Single Barrel Shotgun

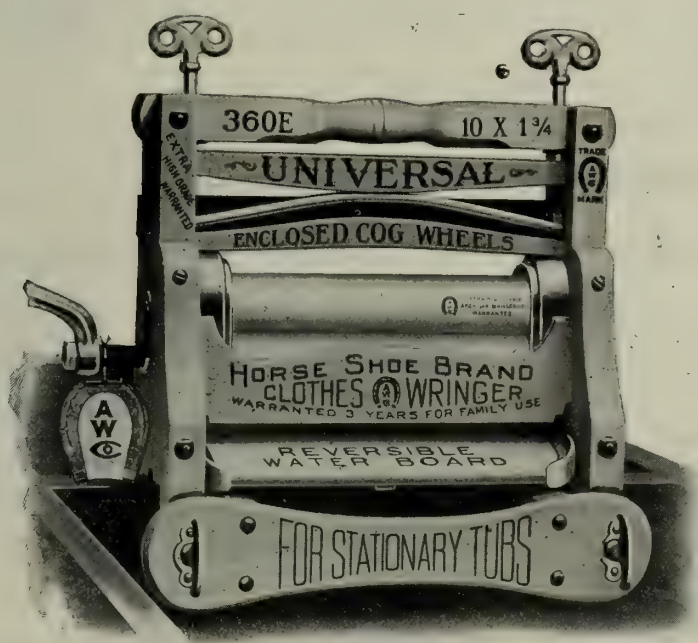
Horse-Shoe Brand Wringers

NEW WRINGER for the NEW HOME

Has Enclosed Cog Wheels and Steel Ball Bearings

This wringer has reversible drain board, which conducts the water to either side of the wringer. Clothes may be wrung in either direction.

It can be used on round or square tubs, and washing machines.



ASK YOUR JOBBER

Copy of our latest catalog and price list will be sent upon request

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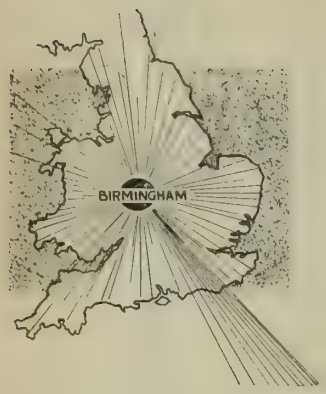
The American Wringer Company

New York, U.S.A.



The OUTPUT

of the Daisy Vacuum Cleaner increases every day.

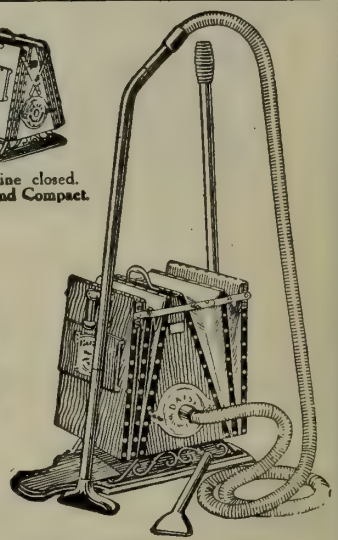
For Home Trade and Colonial Trade it goes with equal rapidity. Every hour of the day scores of Daisy Machines are sent on their way to our Colonial Agents, who are doing such excellent business with them. Surely the fact that we have the biggest demand (and the biggest factory which is solely devoted to the manufacture of Vacuum Cleaners to meet that demand) is the best testimony we can have.

BRITISH MADE

Every machine is made in the very centre of the Hardware Industry of the best British materials, by the most expert British workmen, under strict patents.

We particularly want our Canadian friends to stock the Daisy Vacuum Cleaner because we know that they will have a line that will produce good business, both for themselves and for us.

Machine closed.
Neat and Compact.



THE DAISY VACUUM CLEANER

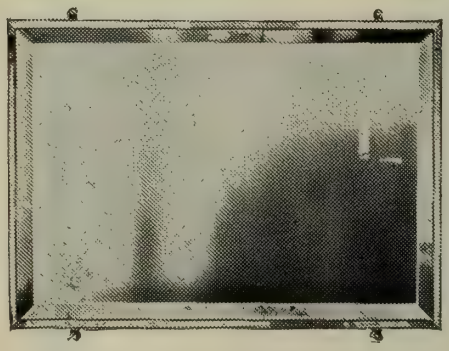
Remember that the Agents get the advantage of having no competition in the way of the manufacturers doing a direct trade.

Write for special trade terms and booklet 64, which shows the large range of models suitable for the Canadian market.

"BABY" DAISY £4 4s. 0d.
Handsomely made in solid Oak, with nickel plated fittings, has quadruple bellows, and is collapsible. Complete, with 6 ft. hose, carpet nozzle, upholstery nozzle, lengthening tube and lever.

The Daisy Vacuum Cleaner Company, Limited

GRAVELLY HILL, BIRMINGHAM, ENG.



Bath Room Mirrors in all shapes, Oval, Square and Round Corners

This Trade Mark

K
NIAGARA

stands for

QUALITY AND FINISH

BATHROOM FIXTURES

—OF QUALITY—

Illustrated in our 40 page catalogue.

We carry a full stock of all styles—for your convenience.

Prompt delivery may be depended upon.

The Nickel Plating is the very best possible, and is guaranteed for five years!

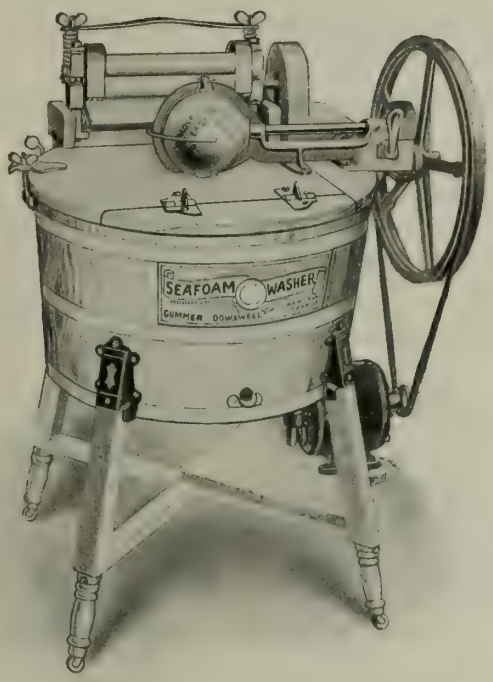
Every piece is carefully inspected before being put into stock.

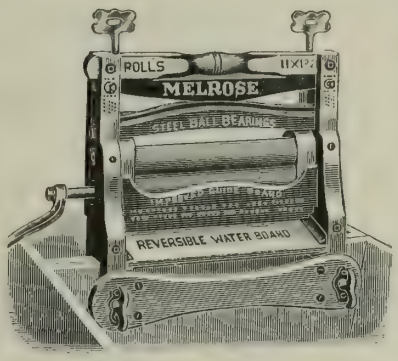
Kinzinger, Bruce & Co., Limited

MANUFACTURERS

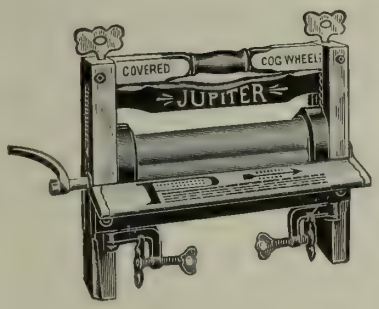
NIAGARA FALLS **CANADA**

We Make a Kind and Size of Machine for Every Kind and Size of Store and They're Easily Sold and Stay Sold

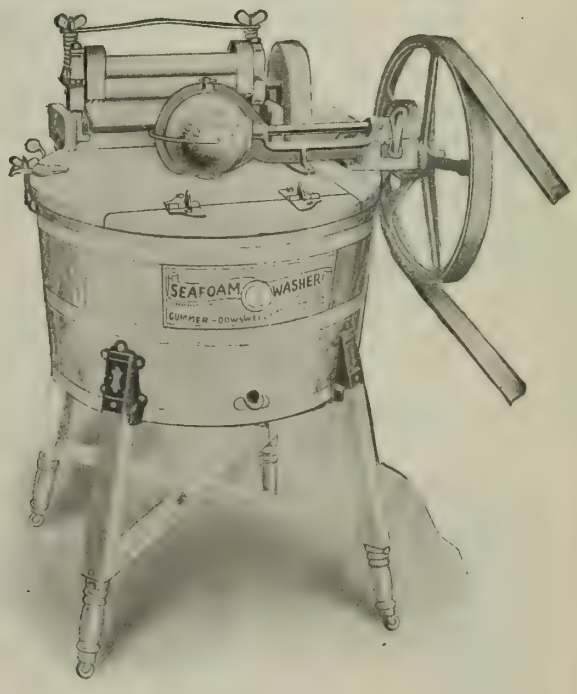


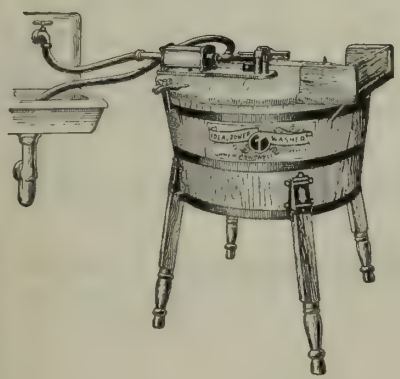


Our Washers and Wringers Give Complete and Perfect Satisfaction to the Housekeeper living in the Country —as well as to the City Resident



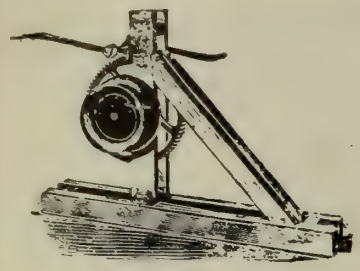
They're Sold Everywhere





Cummer-Dowswell, Limited, Hamilton, Canada

Exhibit at Toronto Exhibition, Industrial Building



Established 1860

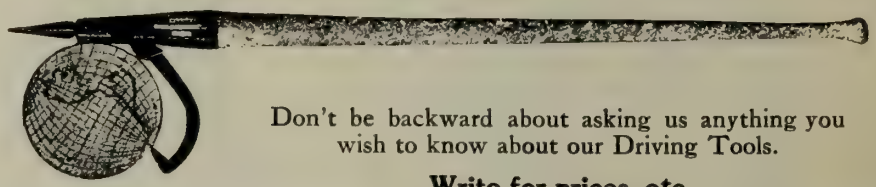
Long Distance Phone 441

Stock Argall's Tools and Have the Best

ARGALL BROS., Three Rivers, Quebec

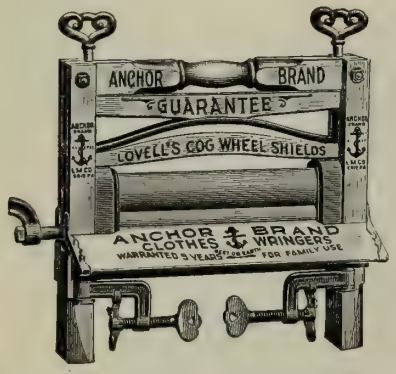
Manufacturers of

ALL KINDS OF LUMBERING TOOLS



Don't be backward about asking us anything you wish to know about our Driving Tools.

Write for prices, etc.



No More Rusty Screws

We now electro galvanize our pressure screws, clamp screws, and steel ball bearings. This positively prevents rust from forming on

"ANCHOR BRAND" WRINGERS

Remember that this electro galvanizing is done after the screw threads are cut. Remember that it is a thick, tight, tough coating that adds to appearance. Let us tell you all about "Anchor Brand" Wringers. Write for catalogue No. 7.

Lovell Mfg. Co.

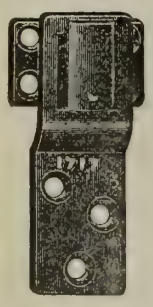
Erie, Pennsylvania

The Easiest Running High-Speed Washer Is

MAXWELL'S CHAMPION

Operated by the hand lever or by crank on the balance wheel shaft. Tub is of red cypress, that will last a lifetime. Wringer board stands clear, allowing almost the whole top to open. Basket rack supplied extra if desired. The "Champion" has proven a great seller. Write for prices and particulars.

DAVID MAXWELL & SONS, St. Mary's, Ont.



No. 1717
"Peerless"
Hanger

"Peerless" Hangers and Fasteners

Fill a long-Felt Want

Will Sell Quickly

When a storm sash is hung with **"Peerless" Hangers** they stay where they have been placed, and cannot rattle or be blown off.

The **"Peerless" Fastener** 1719 fills a long-felt want, as by means of it houses can be ventilated and windows washed as well in the Winter as in the Summer, owing to these goods making it possible for the window to be opened 3, 6 or 10 inches, with no danger of blowing off and no rattle. When the window is closed the hanger turns straight up, and is slipped over nail that is put in the frame, and thus effectively locks window.

A display will enable you to effect many sales. Send a trial order to-day.

COWAN & BRITTON, LIMITED, Gananoque, Ontario

THE STEEL COMPANY OF CANADA, Limited

HAMILTON, ONTARIO

We have a large stock of various sizes from which we can make immediate delivery of

WROUGHT IRON

Agricultural Pipe
Bedstead Tubing
Conduit and Signal Pipe

PIPE

Steam and Gas Pipe
Fencing Pipe
Railway Pipe

Black and Galvanized Standard and Extra Heavy

Our modern machinery permits us to cut the pipe in such a manner that the passage inside is perfectly clear, and free from burrs.

Our product has a CLEAN SURFACE free from blisters and other irregularities.

UNIFORMITY is a quality found in our pipe, both in material and workmanship which increases the life and usefulness.

The Thread is of EVEN and PERFECT Cut which insures a snug fitting with the coupling.

Every length is tested to 500 lbs. pressure per square inch.

LEAD PIPE

MADE OF THE BEST PIG LEAD.

Soil or Waste, Composition Gas Pipe, Fountain or Aqueduct

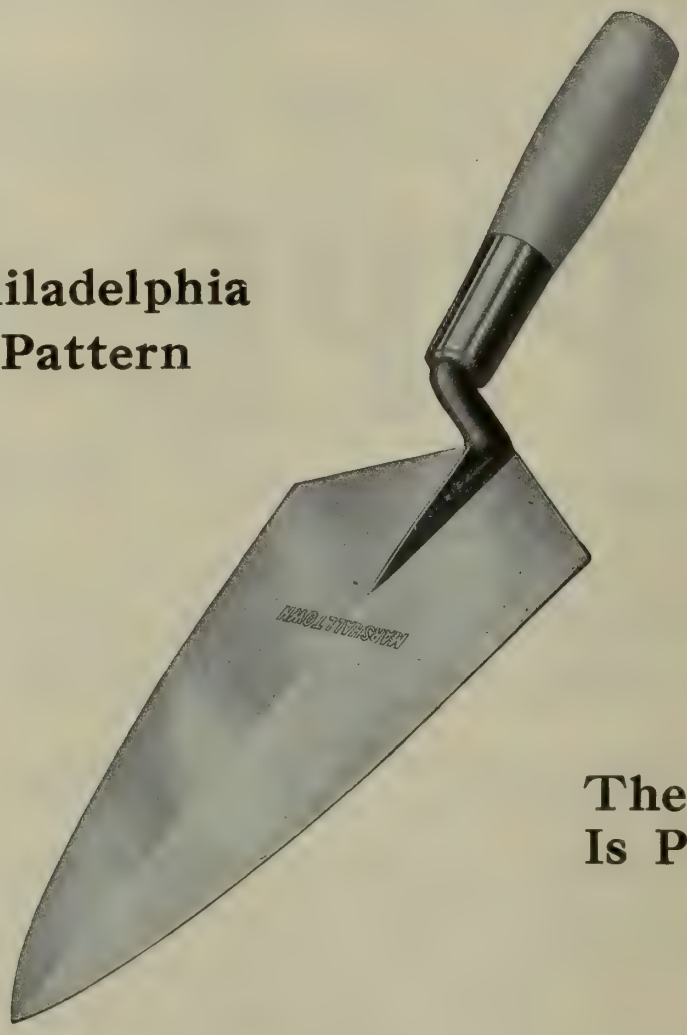
—SALES OFFICES—

Hamilton | **Montreal** | **Toronto** | **Winnipeg**
Vancouver, B.C. | **Victoria, B.C.** | **St. John, N.B.** | **Halifax, N. S.**

The "MARSHALLTOWN" No. 19

The Trowel of Quality

Philadelphia Pattern



The Hang Is Perfect

THE QUALITY IS THE BEST

MANUFACTURED BY

MARSHALLTOWN TROWEL COMPANY

MARSHALLTOWN, IOWA

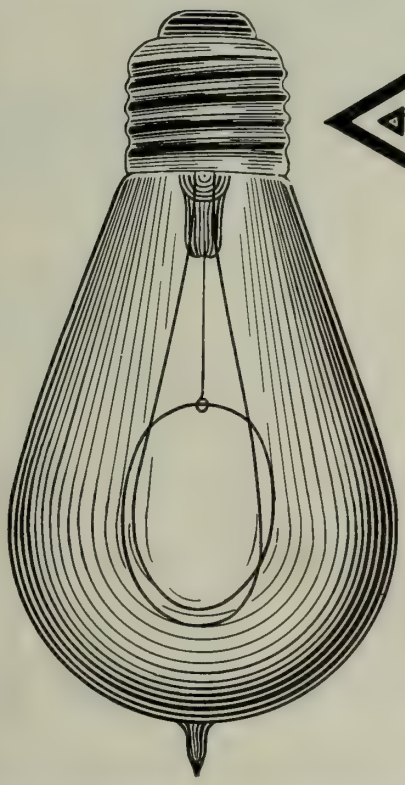
GOOD PROFIT

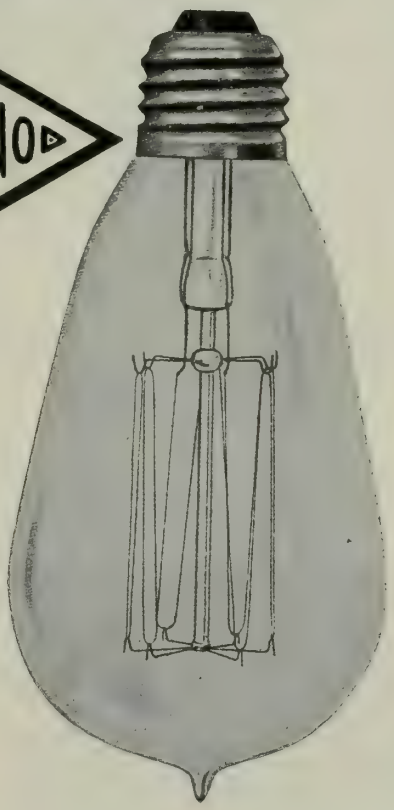
IN SELLING THESE LINES

The lighting season is now starting, and it would be well for you to have a well assorted stock of Carbon and Tungsten Lamps.

HERE ARE TWO GOOD LINES WHICH SHOULD INTEREST YOU AT THE PRICES QUOTED

This is a 3-1/2 Watt Carbon Lamp which will burn 1000 hours.





This is the genuine wire drawn Tungsten—continuous filament, not to be compared with imitations which break at the least touch.

CARBON FILAMENT, 110 VOLTS

5, 8 and 16 C.P. 11c each
2 and 32 C.P. 13c each

WIRE DRAWN TUNGSTEN, 110 VOLTS

16 and 25 watt. 38c each
40 watt. 42c each
60 watt. 46c each
100 watt. 70c each

Special Prices on Quantities

Shipments will be made as required—same day as order is received, if you desire it. We carry a complete stock, and even the smallest order will receive prompt attention.

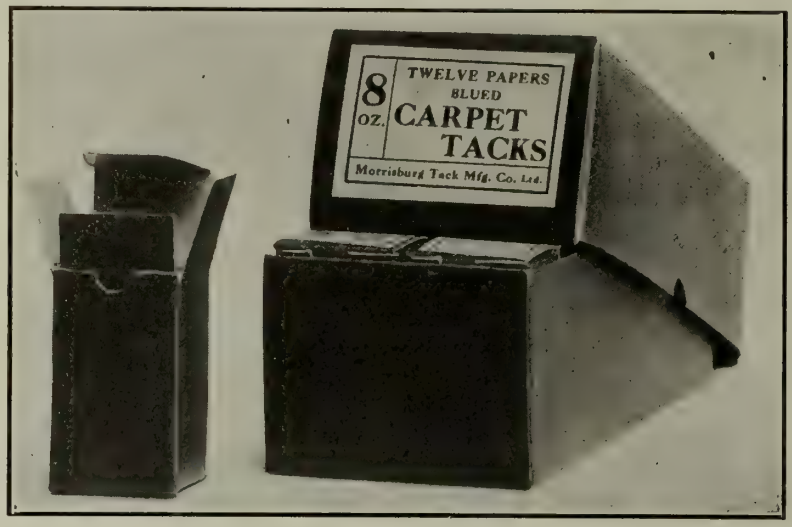
Austrian Import Co., Limited, Montreal

MORRISBURG TACK MANUFACTURING CO., LTD.

HEAD OFFICE AND WORKS: - MORRISBURG, ONT.

Tacks and Nails all kinds

Shoe Rivets



Escutcheon Pins

Brads, Moulding and Finishing Nails, Etc. Etc.

A full line for all trades. We specialize in small goods. Write for Catalogue and Prices.

RESIDENT AGENTS :

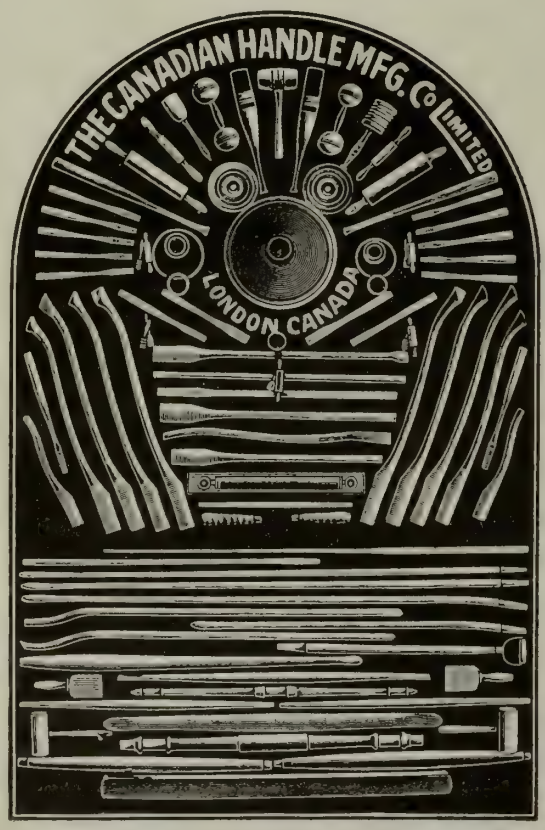
Vancouver, B. C.,
F. R. Murray Co.,
1118 Hamilton St.

Winnipeg, Man.,
J. A. McEwan,
608 Confed. Life Bldg.

Hamilton, Ont.
R. H. Merriman,
505 Spectator Bldg.

Montreal, Que.,
W. G. Pyper,
713 Can. Exp. Bldg.

St. John, N. B.,
W. A. Maclauchlan,
56 Union Street



Our Line of

Handles, Neck Yokes, Whiffle Trees, Etc.

is of a Quality that is a Positive Assurance of Satisfied Customers

Our aim has always been to manufacture goods of superior quality and finish, and our increased business, we think, is sufficient evidence that our efforts have been appreciated; and in the future we will maintain the same standard at any cost.

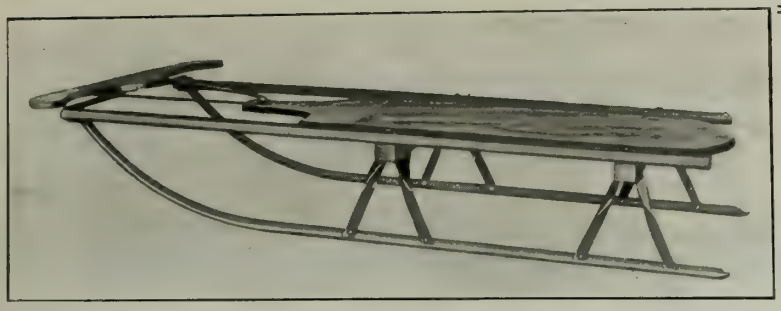
Write for full particulars on any line, also prices.

We do all kinds of wood turnings.

Head Office: London, Ont. Warehouse: Vancouver, B.C.

Factories: London, Strathroy, Tilbury.

James Stevenson, 135 Madison Ave., Toronto; Alex. Gibb, 3 St. Nicholas St., Montreal; Harry F. Moulden & Son, Winnipeg; MacPherson & Teetzel, Vancouver.

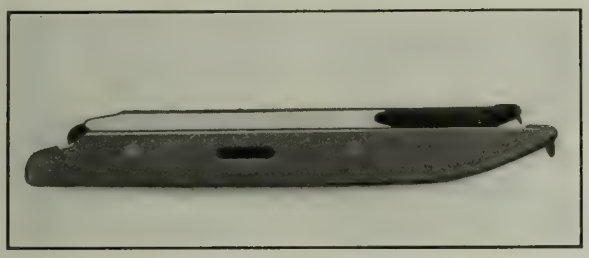


Chatham Sleighs

Means Satisfied Customers And Good Profits

The Chatham Steering Coaster

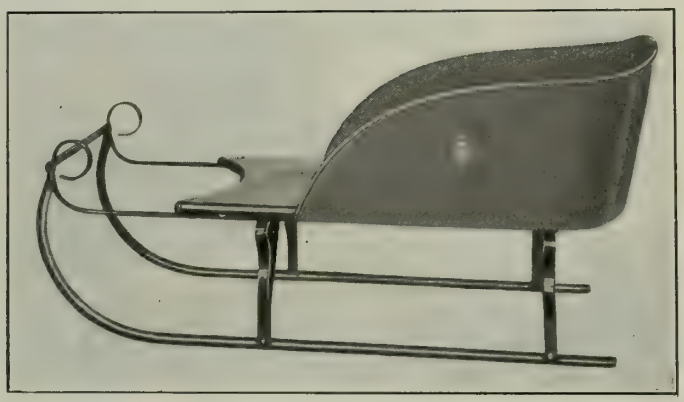
No. 25—Two Bench, 35-in. Net $12.00
No. 35—Three Bench, 40-in. Net $15.00
SEND US YOUR ORDER



Wood Coaster

No. 11—30-in.	12—36 in.	13—42 in.
Net $3.25	$4.50	$6.00

All Hard Wood.
Round Spring Steel Runners
WRITE FOR FULL CATALOG



Auto Back Sleigh

Child's Auto Back Sleigh. Net Price $10.50 per doz.
SEND US YOUR ORDER

THE CHATHAM MALLEABLE & STEEL MFG. CO.
CHATHAM, ONT.

Let us have your enquiries for:---

Cordage, Cotton Ducks, Waste,

Horse and Wagon Covers, Tents, Flags, Sails

Marine Hardware,

Anchors, Lamps, Etc., Fishermen's Supplies.

Send for our 1913 Catalogue—Now Ready

John Leckie Limited

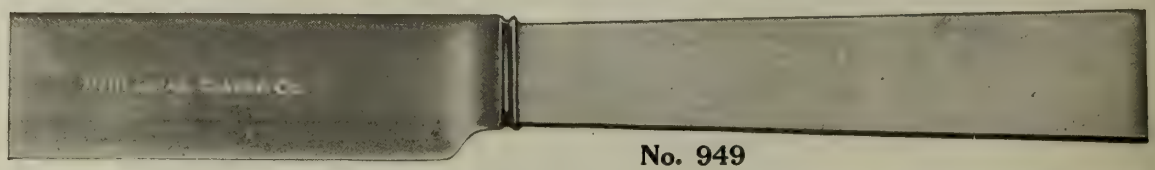
77 Wellington St. West, - - - - Toronto

High Grade Cutlery, Electro-Plate and Solid Nickel-Silver Flatware

Lenora Pattern

One-Half Actual Size.

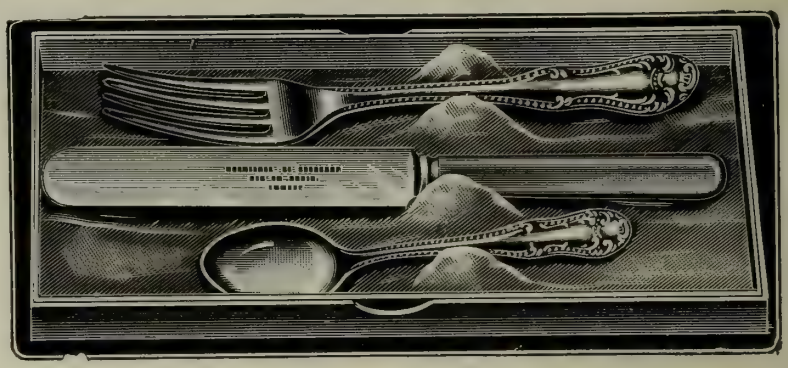
Silver or Gilt Bowl.



No. 949

The Blade of our No. 949 Knife is made from a High Carbon Sheffield Steel, that is guaranteed to hold its edge. The handle from the best English Grained Celluloid, and is warranted secure.

Child's Set Put Up In a Neat Tasty, Satin Lined Box. Helena Pattern.



Our goods are made from the best quality of material, by expert workmen. They guarantee satisfaction everywhere, and pay the dealer a good profit.

Send us a trial order.

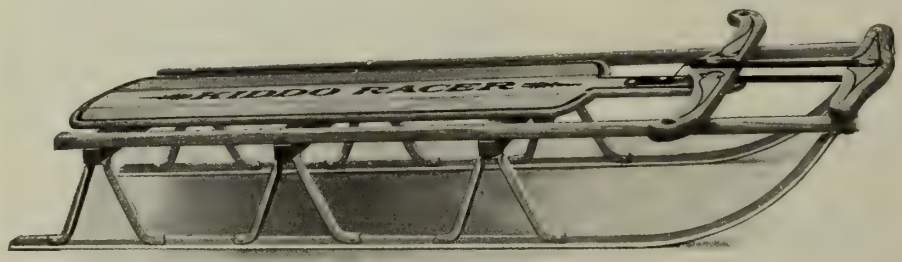
McGLASHAN, CLARKE CO., LIMITED Niagara Falls, Ontario

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlottetown, P.E.I.

You'll Find Our SLEDS A Line Of Trade-Winners

They are manufactured in the most modern and best equipped plant of its kind. Our plant is managed by an old and established organization, which, coupled with our earnest efforts to improve quality and minimize cost, must certainly result in the production of a high class article at a reasonable price.

It is our policy to maintain quality of material, workmanship and finish, and with our natural advantages in buying and manufacturing, it is not necessary to cheapen any of these to meet a price for reliable and first class goods.

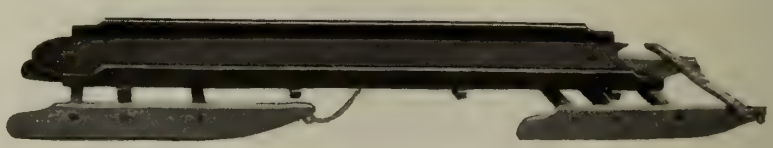


Steering Sleds

The wood part is made from Northern White Ash and care is taken to select well-seasoned material of good color and texture; wood parts are finished with the natural grain, filled and varnished with the special wear-resisting compound, which has made our goods famous. Runners are of round-top tee steel, well braced and built throughout.

Our Bob Sleighs

Are made of the best Hardwood, put together well, and finished in first-class style The seat and hand rails are painted green or red, hand decorated and varnished, the iron on the runner is a round spring shoe which gives ease of motion. In order that the sleighs may be as strong as possible, the hand rails are bolted to the seat supports thus increasing the support for the seat, and the body of the sleigh is bolted to the runners.



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CANADIAN BUFFALO SLED CO., LIMITED, - Preston, Ontario

TOOL HANDLES - LUMBERING TOOLS
Best Selected Material - Unequalled Finish

JAMES HUTTON & CO.

137 McGill Street, Montreal

REPRESENTING

JOSEPH RODGERS & SONS, LIMITED, Sheffield, Manufacturers of the Finest Cutlery in the world. Cutlers to H.M. King George V.

STEEL, PEECH & TOZER, LIMITED, Sheffield, Steel Axles, Tyres, and Spring Steel. "Phoenix" Locomotive Spring Steel—Canada's Standard.

W. & S. BUTCHER, Sheffield, Razors, Files, etc. Real quality goods.

BURROUGHES & WATTS, LIMITED, London, Billiard Table Manufacturers by special appointment to H.M. King George V.

THOS. GOLDSWORTHY & SONS, Manchester, Eng., Putty Powder, Emery, and Emery Cloth of finest quality.

THOS. JENKINS & CO., Birmingham, Eng., Fusees and Fog Signals.

GLUE IN PACKAGES

THAT MEANS

BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering To Your Own and Your Customer's Interests.

In ¼, ½ and 1 lb. Packages at Your Jobber.

Canada Glue Co., Limited, Brantford, Ont.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholsale and Retail Hardware Merchants.

The Thos. Pink Co., Limited

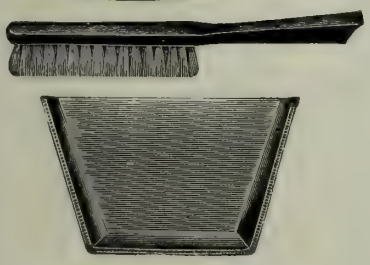
Manufacturers of LUMBER TOOLS

PEMBROKE - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

SWEENEY WARE
TRADE MARK



Tea and Coffee Pots, Range Kettles, Coffee Percolators, Casseroles, Trays, Crumb Trays, etc.

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Write for illustrated Catalogue and investigate large and constantly increasing line of Table, Kitchen and House Furnishing Goods.

W. H. SWEENEY MFG. CO. BROOKLYN, N.Y.
ALUMINUM BRASS
SWEENEY WARE
TRADE MARK
COPPER NICKEL
Established 1876

SWEENEY WARE
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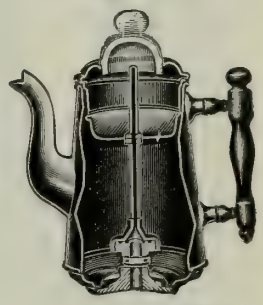

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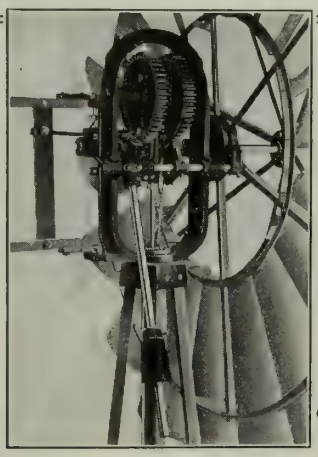

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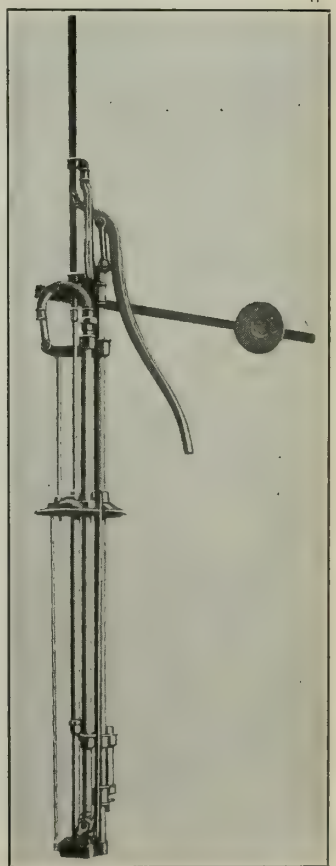

Our Windmills and Pumps

are manufactured in a plant equipped with machinery for high quality production. We rely on every windmill or pump which we place on the market not only to sell itself, but to bring us more business by giving a highly satisfactory service.

Our agency proposition will net you a big profit. Write for it to-day.

Catalog on request.

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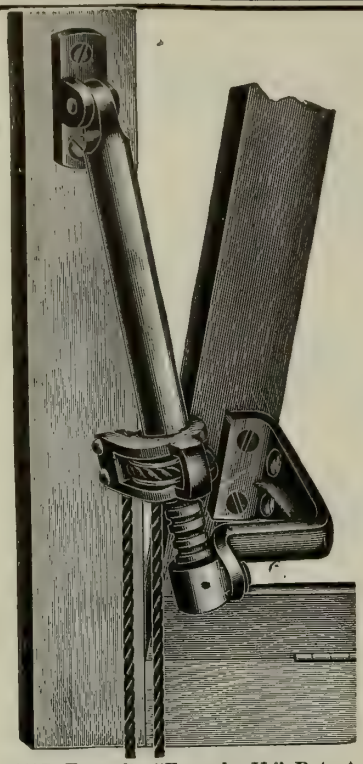
Cargill, Ontario



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E'TD 1809 **EVERED** & Co L'TD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England

SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

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BRASS FOUNDRY

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METALLIC BEDSTEADS

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85c. For Complete Electric Bell Set

Over 50% clear profit to the retailer on every set. A specialty that will sell to every householder. Costs you only 85c, and sells complete with battery for $1.35. Absolutely no trouble to instal. Everything necessary in the set, including diagram of connections. The illustration shows a sample of the card to hang up for show. The set is put up in cartons and therefore cannot deteriorate. There will be a big demand for these once you start them.—Get in on it at once.

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Manufacturers of SAWS of all kinds, steel edge tools, files, spades, shovels, etc.

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NEW PROCESS SAWS

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SAWS
FILES
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British Empire TOOL SETS

A proven Xmas seller!

No.	1	2	3	4	5	5A	and larger sizes
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Apply to your jobber for further details.

Inspection of our samples is invited at the office of

FRANK H. SCOTT, Agent for Canada
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CARTRIDGES

ALWAYS RELIABLE

LETHAL BULLETS

for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.

Sold by all Jobbers throughout the Dominion.

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ELEY BROS. (Canada), Limited, North Transcona, Man.

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Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley ⅝-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.

"BLASTERS' FRIEND"

Non-Freezing and Fumeless

"DOMINITE"

Non-Freezing and Fumeless

HIGH EXPLOSIVES

Farmers can use these high explosives to a great advantage.

For stumping, breaking up land; excavating of every kind, draining swamps; felling trees; planting fruit trees; log splitting, etc. They prove **big time, labor and money savers.**

Blasters' Friend and Dominite contain **no** Nitro-Glycerin, Chlorate of Potash, Picric Acid nor Gun-Cotton.

They will do all kinds of blasting work that can be done with nitro-glycerin dynamite or any other high explosives of a standard make.

Can be stored, handled and used with greater safety, convenience and economy than other high explosives, and can be stored in any dry, ventilated building indefinitely without deterioration from age.

Blasters' Friend and Dominite do not freeze or produce noxious fumes.

The fact that leading railroad construction contractors, quarrying, mining and other concerns are using Blasters' Friend and Dominite is sufficient proof of their efficiency, safety and reliability.

Ask for booklet on "Explosives and Accessories."

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For Your Customers' Satisfaction

You Should Always Stock

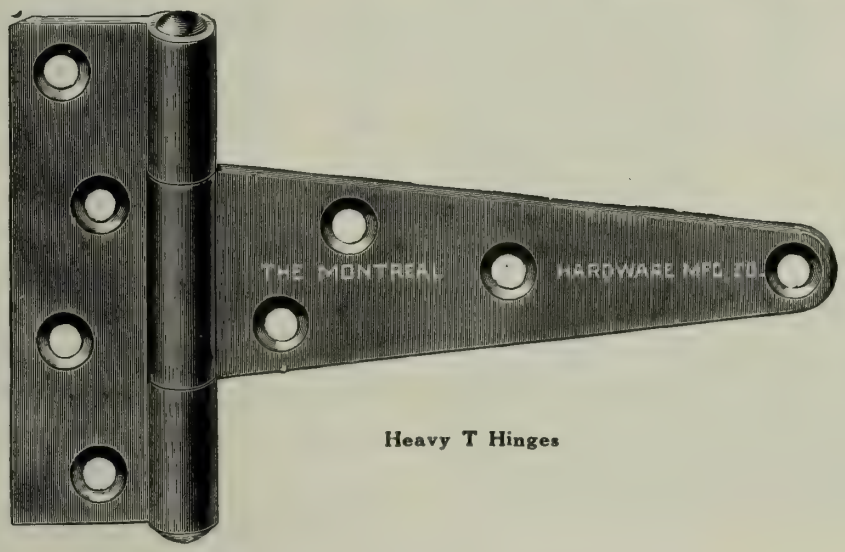
The Kind That NEVER Fails to Please

M. H. BRAND

Best materials finest finish.

Better goods than these, it is not possible to obtain.

You will never regret it, if you stock this line.



Heavy T Hinges

All our goods are of uniform quality.

Our Shipments are always prompt.

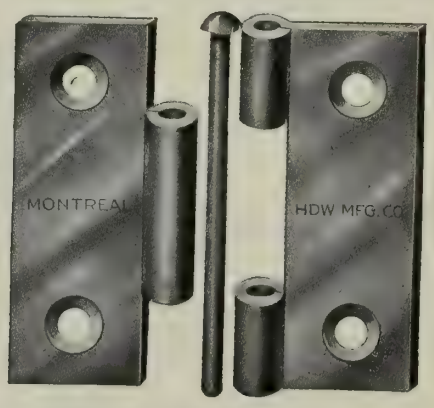
Place a trial order to-day, you will be pleased with the goods.

BETTER PRICES

BUTTS, HINGES, Light T and Strap Hinges, Heavy T and Strap Hinges, Hinge Hasps, Screw and Strap Hinges, Latches, Door Bolts, Hitching Rings, etc. All of the finest quality.

HIGHER QUALITY

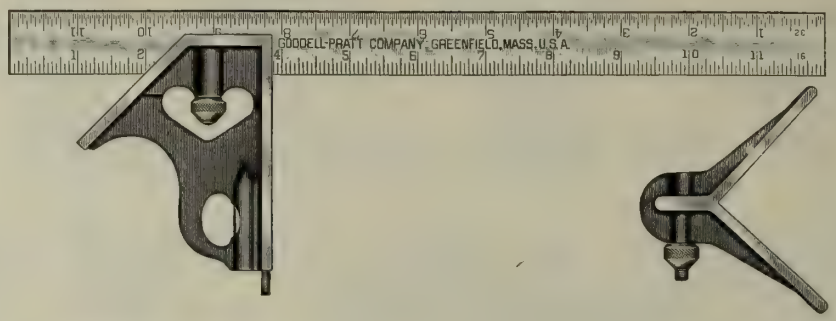
Wrought Steel Table Hinges.



Wrought Steel Light Narrow Loose Joint Butts

SEND US A CARD AND WE WILL FORWARD OUR CATALOG BY RETURN MAIL—IT'S INTERESTING.

MONTREAL HARDWARE MFG. CO., LIMITED, MONTREAL



Combination Squares

This Square is designed particularly for carpenters' use.
It is well made, well finished, and will stand the test for accuracy; the present price at which they are sold brings them within the reach of every carpenter and for every carpenter's kit they have become indispensable.

Goodell-Pratt Company

Toolsmiths

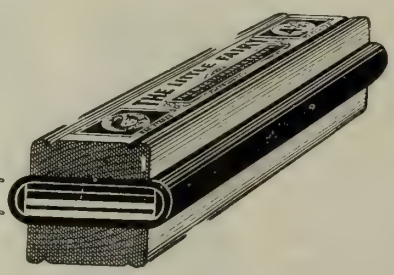
Greenfield, **Mass., U.S.A.**

THE KNIFE CLEANER

with the largest demand and sale of any Cleaner ever invented.

Special offer to Canadian buyers:

I will ship, free, Toronto, 2 gross of the Little Fairy Knife-cleaners, **Patented, for 8 dollars per gross,** cash on delivery.



A combination of felt and cork; it will clean, remove stains, sharpen, and will polish knives quicker and with a more brilliant, velvety polish than any machine, board or cleaner.

Samples with pleasure, or 2 dozen mailed on receipt of 1 dollar.

I am the largest manufacturer of Knife Cleaners in England, including The Wizard, The Sun and The Caly.

WILLIAM MACKAY

104 RENFREW STREET, **GLASGOW**

Canada's New Industry
QUALITY
Hack Saw Blades

Increase Your Profit

Send for Catalogue and Prices.

Perfected Point by Point and Cut Everything (Including Expenses)

Immediate Shipments

Made in Canada

CANADIAN QUALITY SAW & TOOL WORKS

Factory: 4 St. Antoine St., Montreal, Canada

MAYMORE

CREMORNE BOLTS

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GREAT VARIETY

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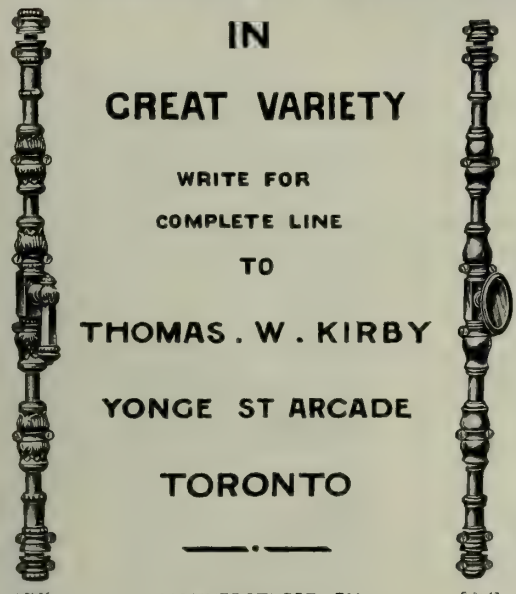

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FAMOUS SHEFFIELD CUTLERY & PLATE

TRADE MARKS GRANTED

"BUTLER" A.D. 1768

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Because They are Well Made

ST. MARYS WOOD SPECIALTY CO.

HOCKEY STICK SPECIALISTS — HANDLES FOR AXES, PICKS, HAMMERS, MINERS ETC

The time o' the year for placing orders for Hockey Sticks has now arrived. Order at once, and avoid the rush.

How about Handles? We make a specialty of Rock Elm, Maple and Hickory Pick Handles.

ST. MARY'S WOOD SPECIALTY CO., LIMITED

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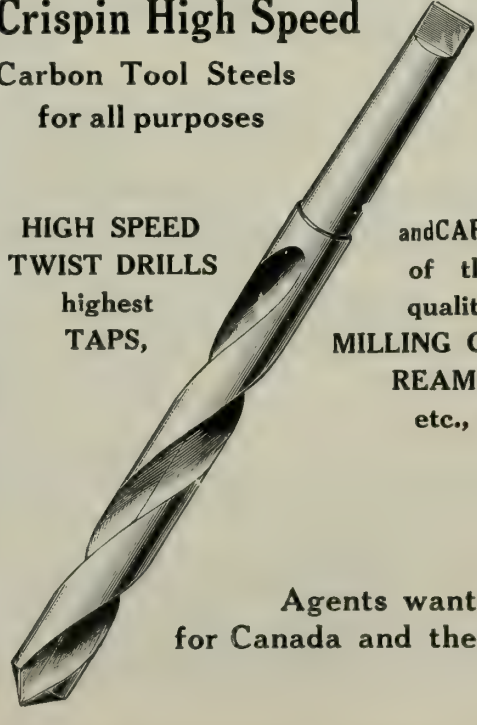
THORNHILL, BEDNAL & CO.

Crispin Works, Sheffield

Crispin High Speed Steel

Carbon Tool Steels for all purposes

MINING STEELS



HIGH SPEED TWIST DRILLS highest TAPS,

and CARBON STEEL of the very quality, also MILLING CUTTERS, REAMERS, etc., etc.

Agents wanted for Canada and the States

MAGNOLIA

UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL CO.

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THE CONNOR

Low Pressure Water Motor Washer

is guaranteed to operate successfully on 20 lbs. water pressure and to produce more power or strokes per minute than any other motor. This machine will do the washing when other motors fail to operate without any load.

Manufactured by

J. H. CONNOR & SON, Limited

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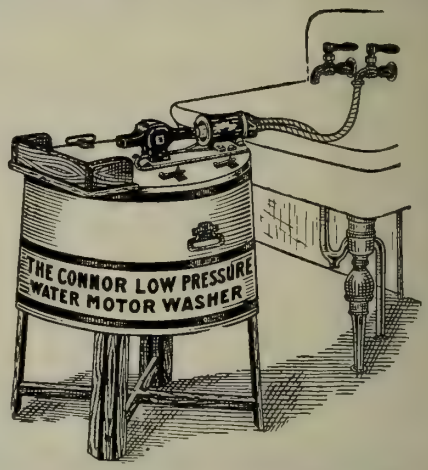

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Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.

We also manufacture **Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.**

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THE MORRIS & BAILEY STEEL CO.

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Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

All Cases of
Pilkington's Glass

TRADE MARK.

Bear This

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You should always specify Pilkington's Glass. There is no better glass made and the quality will always be maintained.

We are to-day making more high-grade glass than ever before. The quality of our product is recognized, and our glass is acknowledged to be the best.

Our prices are very little higher than inferior makes—our product is better value.

Manufacturers of all kinds of British—

WINDOW GLASS
POLISHED PLATE GLASS
SILVERED AND BEVELED PLATE GLASS
ROLLED AND CAST GLASS
ROLLED CATHEDRAL GLASS
FIGURED ROLLED GLASS (White and Tinted)
PRISMATIC AND CHIPPED GLASS
PATENT WIRED GLASS (Fireproof)

We wish to specially call your attention to our WIRED GLASS, which is Burglar Proof, and is also a splendid fire retardent. Further, it is specially adapted for concrete buildings. This glass is made in three different kinds: Polished, rolled and cast.

PILKINGTON BROS., Limited

MONTREAL **TORONTO**
WINNIPEG **VANCOUVER**

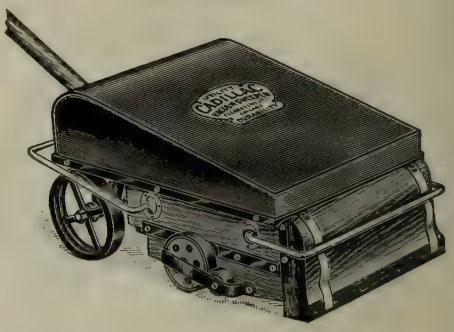
Work:
ST. HELENS, ENGLAND

Two Splendid Profit Producers

CADILLAC

Electric Vacuum Cleaner

Vacuum Cleaner and Carpet Sweeper Combined



The Cadillac Electric Vacuum Cleaner is an absolutely efficient, low-priced machine that is easily operated and so light that any woman or child can handle it—the total weight being eight pounds. Fully guaranteed, and will give long service.

Several models, retail prices from $25.00 to $35.00.

The Cadillac Combination Cleaner is easily operated by one person, light, powerful and adapted to every need in the home.

It takes the place of the ordinary carpet sweeper and produces better results. Will last a life-time. No parts to get out of order. A number of styles, retail prices from $9.50 to $14.00. We give very liberal discounts to dealers.

Write for prices, circulars, etc.

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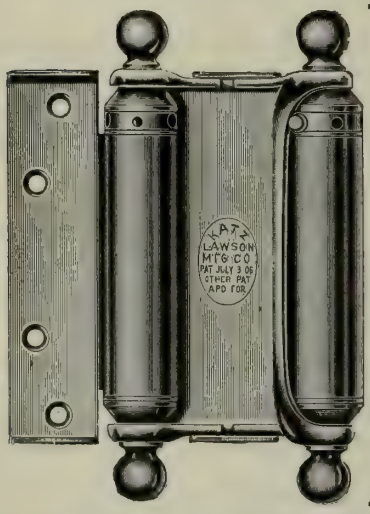

"KATZ" JAMB HINGES, neat and durable

"Katz" Surface Floor Spring Hinges

Who Can Beat 'Em?

"These "KATZ" are trained to spring doors closed or to hold them open.

Lawson Mfg. Co.
CHICAGO
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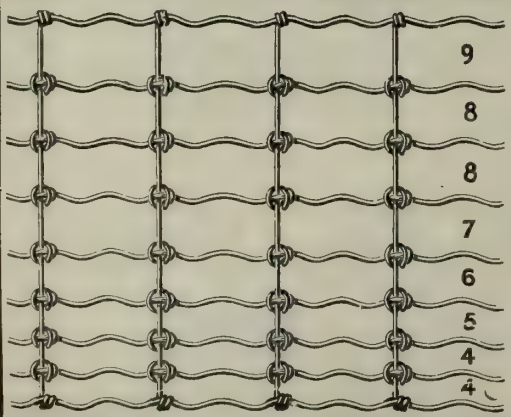

To Meet The Requirements of Those Who Want a Cheap Bush or Portable Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The **"Monarch"** has the **best ring lock in Canada,** and **cannot slip or come loose.**

Do not lose a sale by being unable to supply a fence like this—send us a trial order NOW.

Write for catalog and prices.

OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

THE HALO OF QUALITY THAT SURROUNDS

WINCHESTER

Rifle And Pistol Cartridges

Makes Them Ready Sellers

You don't have to "talk up" a sale when you offer a customer Winchester make of cartridges, because sportsmen everywhere know that the name means high quality in ammunition. The dealer who stocks Winchester make of cartridges can turn his money over very much faster than the one who handles other brands, which are not so well known or such ready sellers. In fact, Winchester make of cartridges are almost as readily disposed of as if they were legal tender. If you want your share of the ammunition business in your section you can get it and keep it by carrying Winchester make of cartridges, and letting the sportsmen know that you do.

CANADIAN JOBBERS RECOMMEND AND SELL THE **W** *BRAND*

Cut Down Your WRAPPING PAPER Expense

Let Us Quote You Prices

Why keep down your profits by paying more for your Wrapping Paper than is absolutely necessary? We manufacture a complete line of all lines of high grade papers and offer them at a price that will effect a saving to every dealer.

WRITE US AT ONCE.

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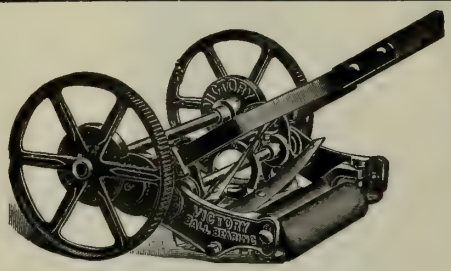
F. J. COX, Winnipeg—Sole Agent for the West

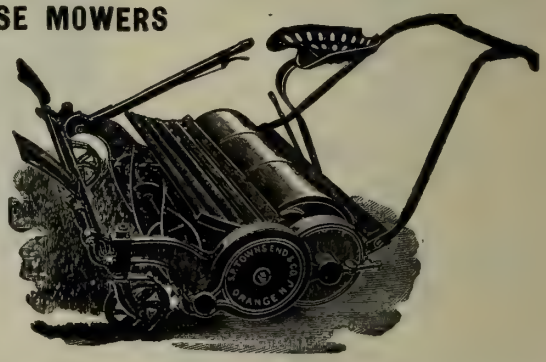


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



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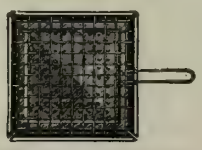
S. P. Townsend & Co.

ORANGE, N. J.

THE "IDEAL" TROUSER HANGER



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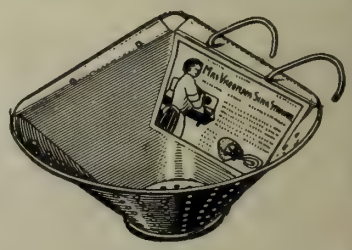
Your NOTION COUNTER Will Bring Better Results

If You Sell Our

HIGH GRADE GOODS



If you are not selling them send us a trial order at once.

They are well made and excellently finished, and are certain to be the choice of the most critical of buyers.

Our prices are low. We ship promptly.

Write for complete catalogue on all our lines.

Andrews Wire Works of Canada, Ltd., WATFORD, ONT. ROCKFORD, ILL.

Sorby's Tools

TRADE MARK

Garden Shears, Garden Sets of Tools, Forks, Trowels

LARGE STOCKS AT WINNIPEG

The GEO. H. SAYWELL CO., - - Winnipeg

The "Big 4" Barn Door Hanger

It runs like a Railway Train

THE "Big 4" Barn Door Hanger is the most practical hanger made to-day. There are no complicated parts to get out of order — no parts to become dirt clogged—no parts to catch and hitch.

¶ Its very simplicity explains its saleability. Your customer sees for himself—he sees that there are no complications. The rail is braced to insure extra stability —the whole outfit is as husky a one as can be made. Yet with all its fine stability, it is the most flexible hanger on the market—it stands at the head of the list in point of construction, durability and saleability.

¶ You'll never go wrong the "Big 4" way.

¶ Write for catalogue and dealer proposition.

NATIONAL MANUFACTURING COMPANY

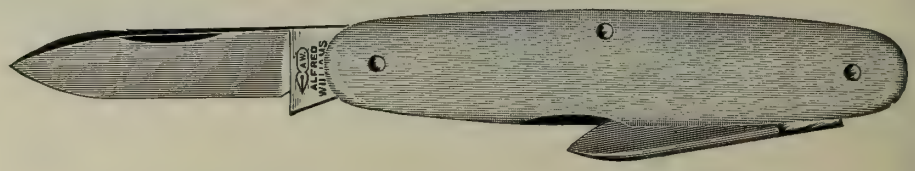
STERLING, ILLINOIS

A. Williams
"Embro" and
"Pen Nib"
Guaranteed Brands

The Highest Grade English and German Cutlery

N. Kastor and
W. H. Morley & Sons
"Clover Leaf"
Guaranteed Brands

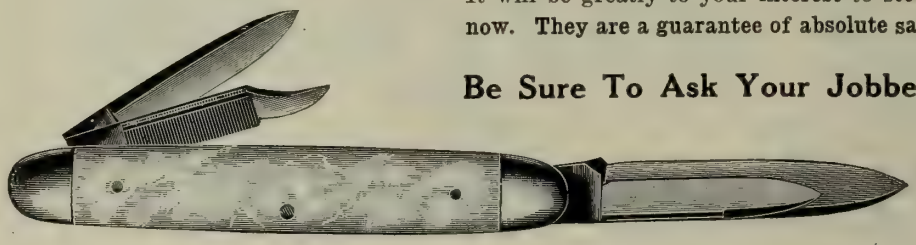
The exceptional **quality** and **finish** of **Williams cutlery** makes it easily and quickly sold.



Kastor & Morley Clover Leaf brands are fully equal to the best German Cutlery on the market.

It will be greatly to your **interest** to **stock** these **makes** of **cutlery** now. **They are a guarantee of absolute satisfaction.**

Be Sure To Ask Your Jobber For Them Now!

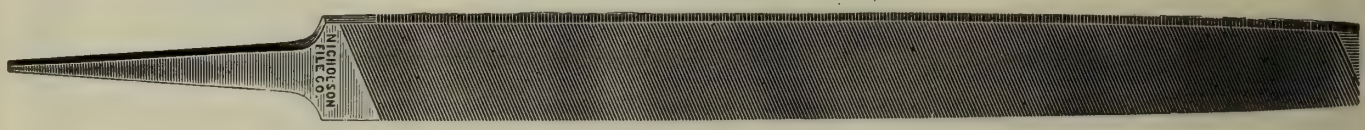


For Sale by the Wholesale Hardware Houses

The NICHOLSON-MADE MOWER FILE

THIS is a new Solid-Handle Mower File, made in Regular and Reverse Sections, of which you ought to "sharpness" and "cut" as the "Nicholson-made" File which preceded it.

When you stock these "Nicholson-



stock both. It is "Nicholson-made."

This means it is a tool which, before reaching you, has had to pass 10 individual inspections and a final hand testing for all cutting sides.

Like all other "Nicholson-made" Files (or Rasps), this Mower File is made from a private steel, on private machines, and is heat-treated and hardened by a special private process.

The result is an excellent file. More than that, File after File is "just like the last." One is the same in "feel" and

made" Brands

AMERICAN, ARCADE, GLOBE, GREAT WESTERN, KEARNEY & FOOT

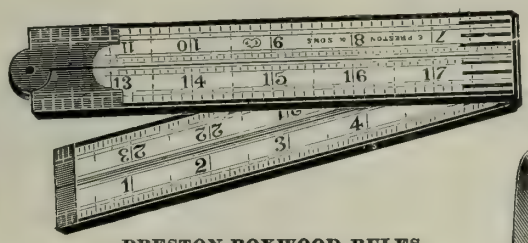
you benefit, because each file is "tested to a standard," and will give satisfactory performance. Buy "Nicholson-made" Files from all jobbers.

NICHOLSON

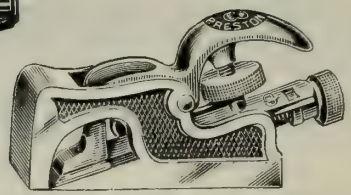
35 **File Company**

Port Hope, Canada

PRESTON LEVELS.



PRESTON BOXWOOD RULES.



PRESTON PATENT ADJUSTABLE BULL-NOSE RABBET PLANE.

Adaptability of design, highest class workmanship, best materials, three factors which have created a confidence in, and a demand for

PRESTON TOOLS.

RABBETING, QUIRK & BEAD ROUTERS, MOULDING & REEDING TOOLS, TRAMMEL HEADS, PLUMB BOBS, ETC.

RULES & TOOLS FOR JOINERS & MECHANICS

Established 1825

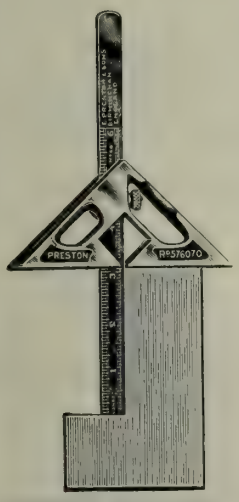
REGISTERED E P TRADE MARK.

ED. PRESTON & SONS

LTD.

BIRMINGHAM, ENG.

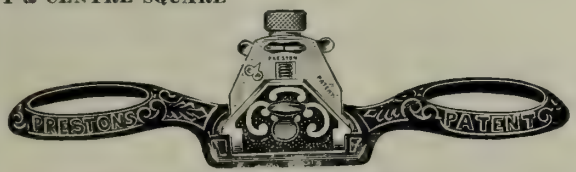
REGISTERED E P TRADE MARK.



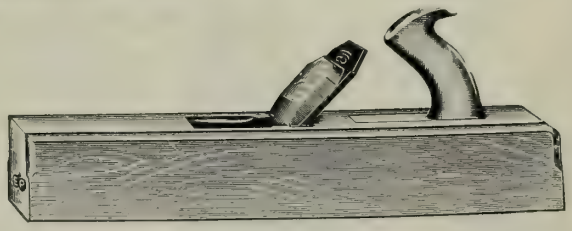
PRESTON DEPTHING GAUGE, MITRE, TRY, T & CENTRE-SQUARE

PRESTON PLUMB AND LEVELS.

PRESTON STEEL SQUARES.



PRESTON PATENT SPOKESHAVE.

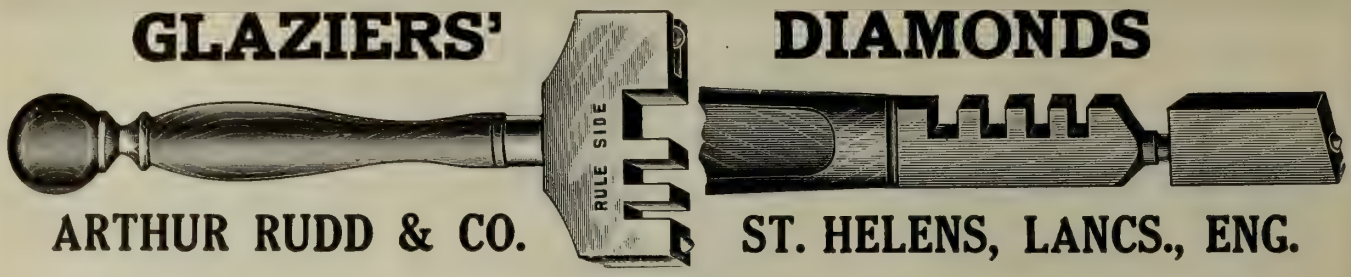


PRESTON SEASONED BEECHWOOD PLANES.

REPRESENTED IN CANADA BY

G. S. PELTON & SON, 203 St. Nicholas Bldg., MONTREAL

GLAZIERS' DIAMONDS



ARTHUR RUDD & CO. ST. HELENS, LANCS., ENG.

TESTIMONIAL

UNION PLATE GLASS CO., LIMITED.

St. Helens, Lancs., June 27th, 1899.

Messrs. A. Rudd & Co., of St. Helens, have supplied us with glass cutters' diamonds for the last five years, and have also done considerable portion of our resetting during same period, and the work has always given us complete satisfaction.

Per pro UNION PLATE GLASS CO., LTD., Fred T. Brearley, Manager.

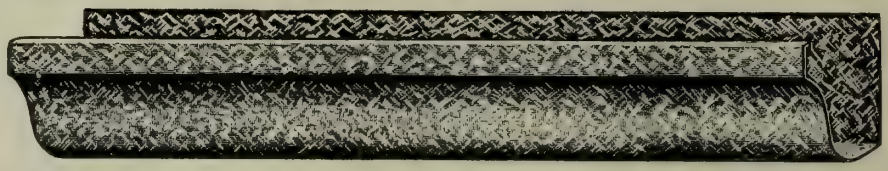
Agents :—COLLIER, NEWTON, McCOMBE, LIMITED, Coristine Building, Montreal. ***Write for Price Lists.***

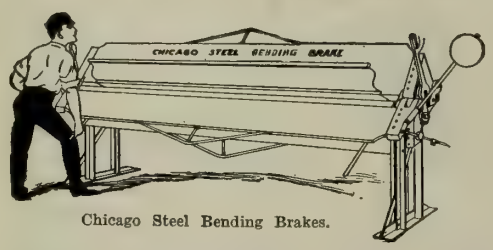
ALWAYS THE SAME

There is no time lost when putting our eavetrough together on a job. Try a sample order and see for yourself.

We ship while others are thinking of it

WHEELER & BAIN, Toronto, Ont.





Chicago Steel Bending Brakes.

What the Users Say Counts Most

READ THIS LETTER:

Toronto, July 2, 1913.

The Steel Bending Brake Works,
Chatham.

We are very much pleased with the 10 ft. Steel Brake; we find it light to work and have saved the price of same on one skylight job.

Yours Respectfully, JAMES LYON.

A New Steel Straight Edge

Made of spring steel, with square and bevelled edge. Accuracy guaranteed.

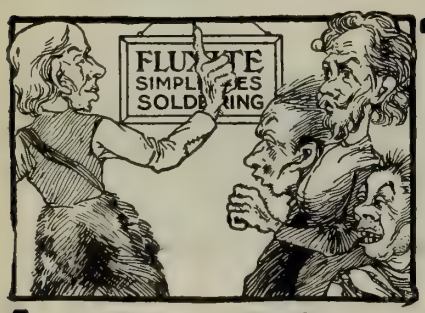
Prices: 8 ft., $3; 10 ft., $4. Other lengths proportionately.

Cash discount 5%.

If not satisfactory in 30 days, money returned, you keep Straight Edge.

The Steel Bending Brake Works, Limited

CHATHAM, ONTARIO



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics **will** have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

Jackson's Specialities

SHOULD BE IN ALL HIGH-CLASS STORES

JACKSON & SONS have spared no expense or trouble to produce goods they believe to be perfect, and venture to assert that the quality, style of packing, showboards and outlay on advertising make the Specialities easier of sale by the retailer than any of the imitations being offered.

JACKSON'S Real English
CAMPHORATED
WAX POLISH

THE ORIGINAL and GENUINE PREPARATION for producing a beautiful and lasting lustre on STAINED, PARQUET and HARDWOOD FLOORS, FURNITURE, FIXINGS, WOODWORK of every kind and wherever a refined and durable polish is desired. Used on LINOLEUM, HARNESS, CAR and CARRIAGE HOODS, BROWN BOOTS, LEGGINGS and all kinds of LEATHER. It gives a BRILLIANT and WATERPROOF POLISH and so nourishes and preserves the material that the durability is greatly increased.

Packed in Patent Double Lidded, Air Tight Tins

3 sizes

Decorated Enamel Finish Yellow, Blue and Black

No Paper Labels used

No Soiled Labels—will keep fresh and good for any length of time.

JACKSON'S VARNISH STAINS

Light, Medium and Dark Oak, Walnut, Mahogany, Rosewood, Satinwood, Maple, Cherry, Ebony, Green. For Staining and Varnishing in one operation, Floors, Furniture, and all kinds of Woodwork. Hard Drying, Durable, Economical, Easy. In Enamelled Tins, 4 and 6 ozs., half-pint, pint, quart, half and 1 gallon (Imperial, not American measure—1½ pints more.)

Jackson's Lavender Furniture Cream

Very Fragrant and will not finger-mark. In artistic Doulton Lavender ware. Jars or Glass Vases, 1/4, 1/2 and 1 pint.

MANUFACTURED BY

T. S. JACKSON & SONS

Corner Wharf, Malt Street, LONDON S. E., England.

Contractors to H. M. Admiralty, War Office, Public Institutions, &c.

ESTABLISHED 1852

CANADIAN AGENTS:—B. R. HARRISON & CO., 505 Welton Bldg., VANCOUVER, who will furnish Price Lists, Tint Cards and all information. PHONE, SEYMOUR 8718

GREENING GOODS

ARE RELIABLE GOODS

The name "GREENING" has become known from one end of Canada to the other as a synonym for the highest quality and the utmost reliability in

Wire Rope **Wire Cloth** **Perforated Metals**
Steel Wire Chain

Get our quotations on Woven Wire for any purpose. Also on Window Guards, Tool Room Partitions, Mining Screens, etc.

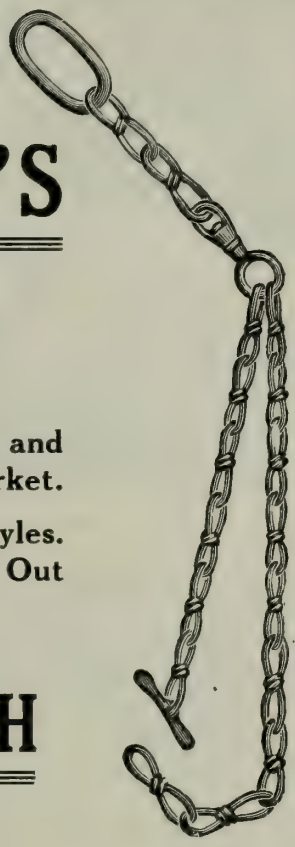
Catalogue and Samples mailed on request.

The B. Greening Wire Co., Limited

HAMILTON, ONT. **MONTREAL, QUE.**

GREENING'S

COW TIES



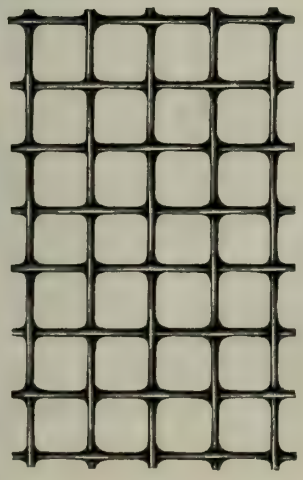
are the Lightest, Strongest and Best Chains on the market.

Made in six sizes and six styles. Also Halter, Dog, Kennel, Tie Out and Trace Chains.

WIRE CLOTH

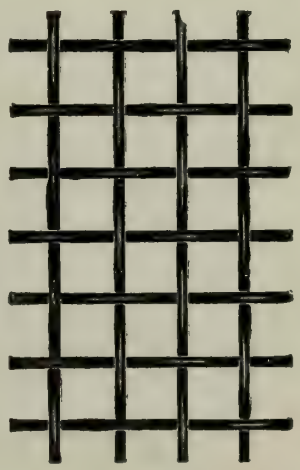
SAND SCREEN CLOTH
FANNING MILL CLOTH
REGALVANIZED WIRE CLOTH

Every description of Wire Cloth and Wire Work.



WIRE ROPE

WIRE ROPE FITTINGS



Manufactured by

The B. Greening Wire Co., Limited

Hamilton, Ont.
Montreal, Que.

Made from the finest grade of Sheffield Crucible Cast Steel. Highest quality as regards setting and keenness of edge.

SCHRAMBERGER UHRFEDERNFABRIK, G.m.b.H

Manufacturers of Safety Blades

SCHRAMBERG (WURTEMBERG) GERMANY

Representatives for Canada:
Hupfeld, Ludeking & Co., Montreal, 1 & 3 St. Helen St.

Mr. Live Dealer–

MENDETS

A PATENT PATCH

will make you a good profit. It is the only device manufactured that will positively mend graniteware and hot water bags to stay mended.

5,000,000 in use.

Order from your jobber or write direct.

Collette Manufacturing Co.
Collingwood **Ontario**

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke

This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR BIG FREE CATALOGUE

The Aylmer Pump & Scale Co., Limited
AYLMER, ONTARIO

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold — gives the dealer no trouble.

They are metal—hand fitted valves — air-tight—strong—lasting.

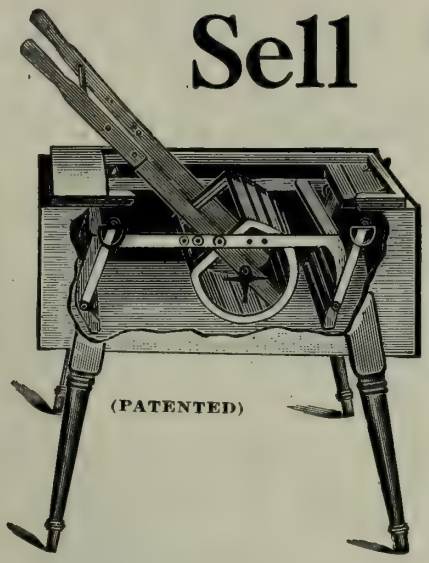
The big catalogue tells you exactly what the line is—get it for the asking.

Write

The
R. McDougall Co., LIMITED
GALT, CANADA

Sell Schultz Products

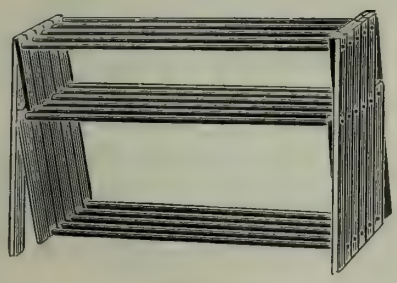
Their Quality will Better Your Business



(PATENTED)

The Knoll Double-Action Washing Machine

The Knoll is not an ordinary wash tub but is a scientific washing machine **endorsed** by more than One Hundred Thousand People in all parts of the world.
It has won place in so many homes because it has proven that it does the work faster and better than any other make—and does not cause the slightest wear and tear on the finest fabrics.
Minimizes wash day drudgery—it is very easily operated.



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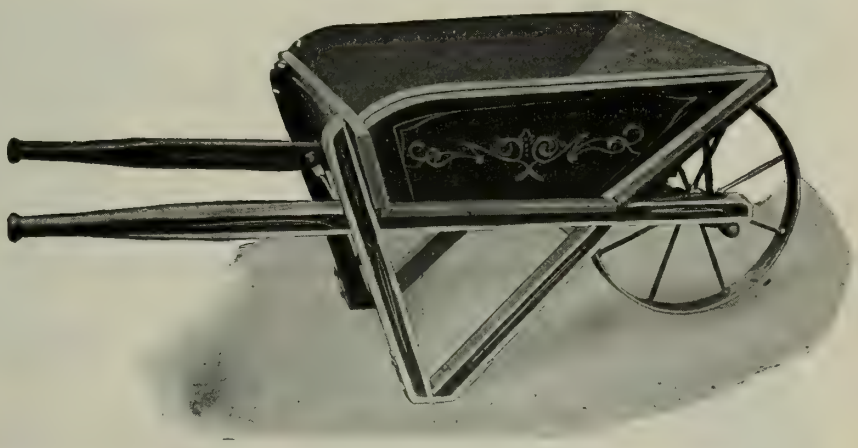
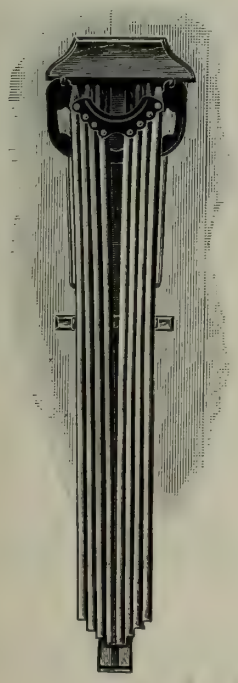


This barrow has iron wheel, iron shoes and braces, and hardwood box and frame.
It is conceded to be the Easiest Running and most durable barrow in the Dominion.
Load is well over the wheel when running.



CLOSED.

The Perfection Elevating Clothes Bar

This bar does not take up any floor space, and practically no wall space when not in use.
Can be raised out of the way after being filled.
It will give long service, as it is made of good material.
We also make **Rocking Horses, Triangles, Crokinole, Coat Hangers, Pastry Boards, Bread Boards, Folding Clothes Bars, etc.** Doors, Sash, Blinds, Builders Supplies.

We have a big money-making proposition to offer every dealer.
Very Liberal Terms.

THE SCHULTZ BROS. CO., Limited

BRANTFORD, CANADA

RUBY LINES YOU SHOULD STOCK

We are prepared to prove they give satisfaction and draw trade

Ruby Flux Soldering Fluid for all Metals

Red Letter Solder ing Fluid for Tin only

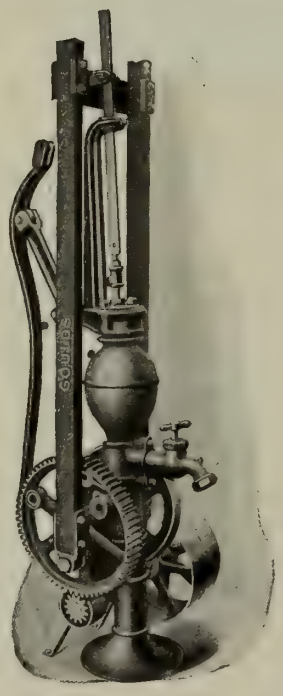
Dust Oil Sweeping Compound (Barrels or Cases.)
Ruby Furniture Preservative.
Ruby Hardwood Finish Cleanser.
Ruby Auto Body Polish.
Ruby Silver Polish Powder.
Ruby Floor Oil.
Ruby Spray Oil.
Ruby Disinfectants.
Ruby Liquid Soaps.
Ruby Metal Polish.

Ruby Vermin Exterminator.
Liquid Soap Dispensers.
Floor Oilers.
Spraying Pumps.
Janitors' Supplies.
Sole Canadian Agents for J. Adams, Sheffield, Eng., Manufacturers of—
Furniture Polish.
Floor Polish.
Plate Powder.

Write for Samples.

THE CANADIAN RUBY CHEMICAL COMPANY, Limited

Office and Factory 744 Wall Street, Winnipeg



1560

Goulds Jack Connected to a Goulds "Star" Force Pump.

The Goulds Fig. 1560 Jack Adapts Any Windmill Pump For Gasolene Engine Drive

All that is necessary is to clamp the jack to the pump standard near the base, disconnect the lever of the pump and bolt the pitman to the windwill rod.

The pump can then be operated by hand, windwill or power as desired, by simply changing one bolt and adjusting either the pitman or lever on the pump rod.

Ask for further data and prices.

The Canadian Fairbanks-Morse Co.

LIMITED

MONTREAL
ST. JOHN
OTTAWA
TORONTO
WINNIPEG
CALGARY
SASKATOON
VANCOUVER
VICTORIA

This CATALOG

Contains Practical Suggestions And Illustrations That Will Help You In Selecting A Design For Your Next Ceiling Or Sidewall Job.

The hardwareman or tinsmith will find this catalog invaluable. It will enable you to solve many difficulties quickly. Contains scores of beautiful designs for all kinds of building, such as churches, schools, theatres, commercial buildings and private residences.

It will be sent to you *free* upon receipt of a letter or card.

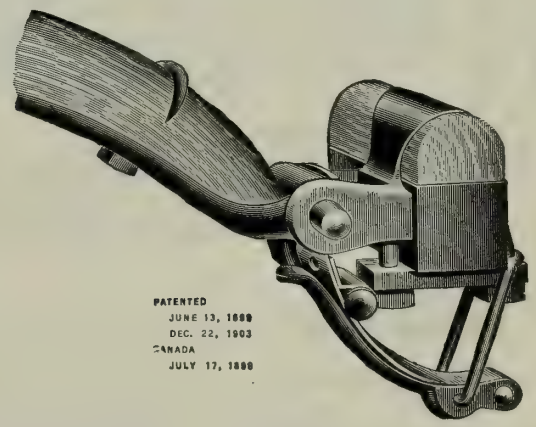
You cannot afford to wait—write to-day.

McFarlane-Douglas Co., Ltd.

Ottawa, Canada

Enter Comfort, Exit Annoyance, for every driver whose buggy is equipped with Fernald Quick-Shift and Anti-Rattler.

All the clatter and bang and rattle of shafts on the road go out when the Fernald Quick-Shift and Anti-Rattler comes in. The dirty, rusty, trouble-making bolts with delicate threads can be cast into the scrap. Shaft silence is assured. The quick-acting, positive strength of this all steel device enables an unfailing change in a jiffy from shafts to pole. The Fernald stays put and silent always.



The whole country knows the Fernald Quick-Shift and Anti-Rattler. You can sell it without argument, easily and in quantities. Have your jobber stock you with the Fernald in the dozen lots of individual attractive packages.

FERNALD

Manufacturing Co., Inc.

NORTH EAST, PA.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

J. A. HENCKELS
Twinworks Cutlery

None genuine without this trade mark

Sole Agents for Canada, F. W. LAMPLOUGH & CO.

Unity Building, MONTREAL

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

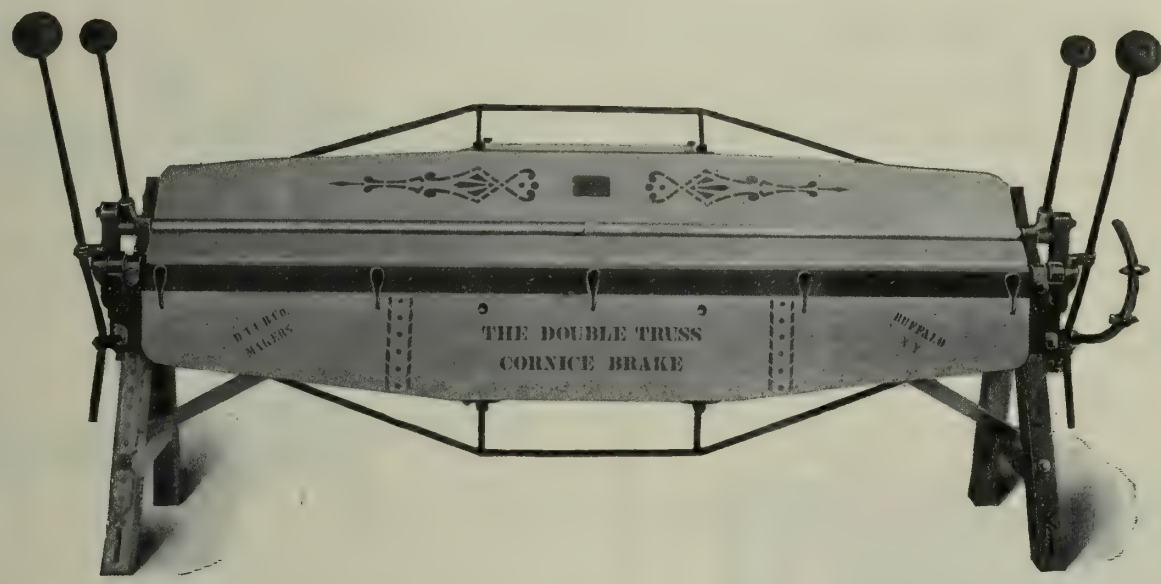
Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

Orders for Fifty Double Truss Cornice Brakes—

two car-loads—received in one month from one Agent, is splendid proof of the popularity of these machines.



Made in all sizes from 3 to 12 feet in length. Send for complete illustrated catalogue of our Cornice Brakes and Gutter Formers.

A post-card will bring you an illustrated catalogue and a pamphlet containing thousands upon thousands of users of these machines.

Address our Canadian representative,

THE A. R. WILLIAMS MACHINERY CO.
TORONTO, ONTARIO

Or the Manufacturers,

DOUBLE TRUSS CORNICE BRAKE COMPANY
38 CHANDLER STREET - - - BUFFALO, N.Y.

Dehn's "Peerless" Garage Floor Drains

The only scientifically constructed Garage Floor Drains on the market. When installing our "Peerless Garage Floor Drains you will avoid explosions, choked sewers, other complaints and nuisances common in Garages.

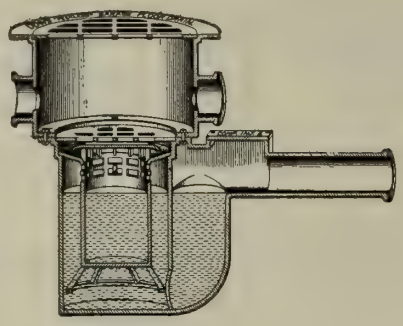


Fig 61

We manufacture more than 100 styles and sizes of Floor Drains. Our illustrated catalog, DEHN'S SANITARY SAFEGUARDS NO. 16, will be forwarded to you upon request.

Compound Injector and Specialty Co.

419-421-H N. 52nd Ave., CHICAGO, U.S.A.

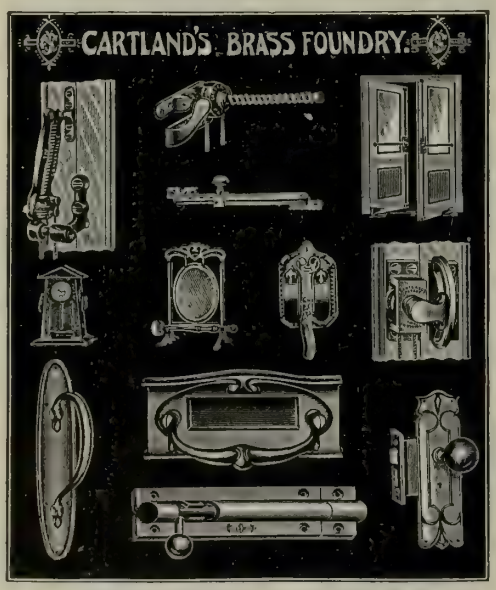
Long Distance Telephone, Austin 543

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



Manufacturers of every description of

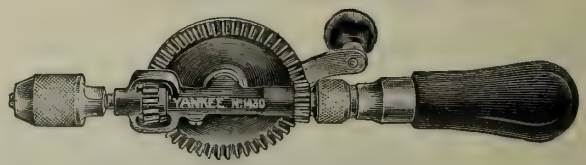
BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, 1911 edition, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

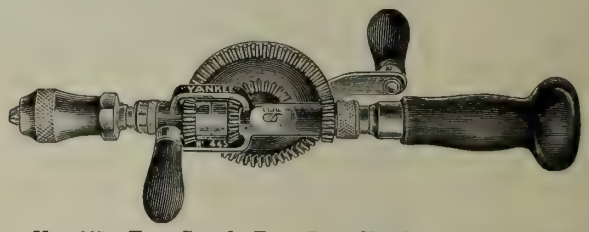
These New "YANKEES"

are built on the same lines as our 555 and others, but without the Double Ratchet, giving you a high-class "Yankee" Tool built for hard work and durability, at a lower price. All except the 1430 are equipped with two speeds, changeable instantly without removing Drill from the work. They are furnished with Breast Plate or Ball Handle and with two or three jaw chuck. Your "Yankee" line is incomplete without two or three of these styles.

"YANKEE" Plain Hand Drill

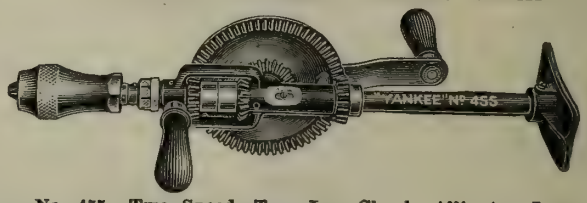


No. 1430. One Speed, Three Jaw Chuck, to hold round shank Drills up to 3-16 in. Large Gear 3⅛ in. diameter. Detachable wood handle, with magazine for Drill Points. Entire length 10½ in. Net weight 1¼ lbs.



No. 445. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, holds square shank Drills up to ⅛ in. Large Gear 4 in. in diameter. Detachable wood handle, with magazine for Drill Points. Entire length 15¾ in. Net weight 3½ lbs.

"YANKEE" Plain Breast Drill



No. 455. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, hold square shank drills up to ⅛ in. Large Gear 5 in. diameter. Entire length 17¼ in. Net weight 5½ lbs.

Your Jobber Will Supply You.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

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to

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The reports indicate a generally good crop this year which will mean easier money.

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Corrugated Iron, Metal Shingles, Sidings, Etc.

We have large stocks of this material all ready for *immediate shipment.*

Get your customers to give you dimensions of what they want to cover and we will be glad to give you lump estimates on any material *freight paid* to destination.

This is where you can reap *your share* of the harvest if you get busy At Once.

WINNIPEG CEILING & ROOFING CO., LIMITED

P. O. BOX 2186H WINNIPEG, MAN.

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WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND, SOUTH AFRICAN, ETC., COLONIES

GUARANTEED FREE FROM ADMIXTURE OF GERMAN OR ANY OTHER FOREIGN DRY WHITE LEAD

ONLY FIRST-CLASS AGENTS ENTERTAINED

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ESTABLISHED OVER 130 YEARS

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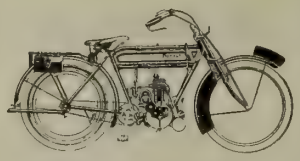
WORLD'S BEST

Cycles and Motor-Cycles.



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The most popular lightweight in the World. (Of 100 miles Brooklands Record fame.)

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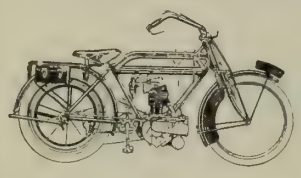

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Fitted up with the new type overhead valve engine. Can be supplied with fixed gear, free engine, or speed gear.

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A Few 1913 Successes in Open Competition.

March 8th. 100 Miles. Miss M. Walker.—Non-stop.
March 8th. 100 Miles. Mr. A. E. Walker.—Non-stop.
March 15th. Kop Hill. Mr. J. Dudley.—Bronze Medal.
April 19th. Pen-y-Ball. Mr. J. Dudley.—Gold and Silver Medals.
May 1st. Westleigh. Mr. J. Simpson.—Gold Medal.
May 3rd. Kop Hill. Mr. J. Dudley.—Silver Medal.
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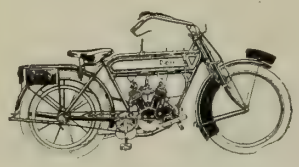
The high cost of petrol must be taken into consideration. We have a splendid mount that will pull a sidecar with passenger up any gradient, running costs are low, over 90 miles can be accomplished upon a gallon of petrol.



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Hobarts can be depended upon for Speed and Reliability. Our motor experience extends over a period of 15 years. No matter what part of the world you live in, the prevailing climatic conditions are known to us, and the machines are built accordingly. Low riding position, accessibility, plenty of ground clearance for the engine, all vital parts entirely protected from dust.

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"Maple Leaf" Brand

Stitched Cotton Duck Belting

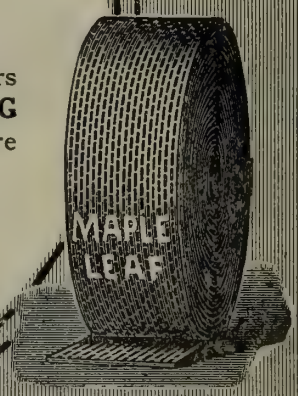
THE BEST FOR ALL KINDS OF BELTS

Means Reduced Upkeep Expense and Efficient Service

TO THE HARDWARE TRADE—

Look over your stock and send your orders in NOW for **"MAPLE LEAF" BELTING** and **BELT DRESSING,** so as to insure delivery within a reasonable time.

Ask us for further information and prices.



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ALUMINIUM WARE

C45—Polished inside and out.

4½ in.	5 in.	5½ in.	6 in.	7 in.	
$0.91	$1.10	$1.34	$1.89	$2.19	dozen
For 2 gross assorted—					
$0.85	$1.03	$1.26	$1.77	$2.07	dozen

C230—Very strong, with cut edges. Polished inside and out.

5 in.	6 in.	7 in.	8 in	
$4.26	$4.99	$6.33	$8.64	dozen

C31—Polished inside and out.

5 in.	6 in.	7 in.	8 in	
$2.44	$3.17	$4.44	$6.09	dozen

C233—Polished Seamless Kettle, with wood grip.

2	3	4	5	6 pints
$0.59	$0.65	$0.73	$0.85	$0.93 each

$50 lots delivered F.O.B. Liverpool.

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They open up easily and the cutting-edges always meet accurately

P. S. & W. Hand Tools are identified and guaranteed by "The MARK of the MAKER" shown below.

Both these points are appreciated by customers. They are due to the *careful fitting* and accurate box-joint construction of

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P. S. & W. Hand Tools are the largest line offered by any one manufacturer.

These as well as other P. S. & W. hand-tools are handled by the following jobbers. They will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

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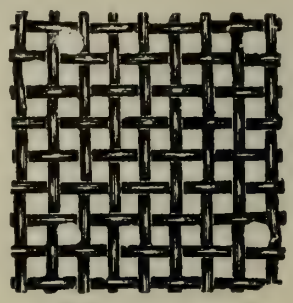

Manufacturers of **Double Crimped Wire Cloth and Wire Screening** for all purposes of Iron, Brass, Copper, Bronze, Galvanized and Tinned Wire, etc.

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

We also manufacture:—

Perforated Sheet Metals, Bank and Office Grilles and Ornamental Iron Work in all Finishes.

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The "THERMO"

Fills The Bill And Pays A Good Profit

This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

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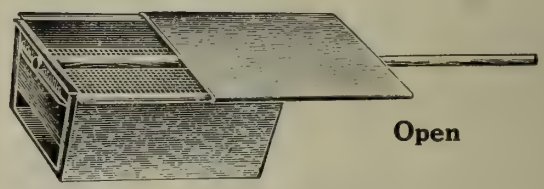
Daisy Ash Sifter



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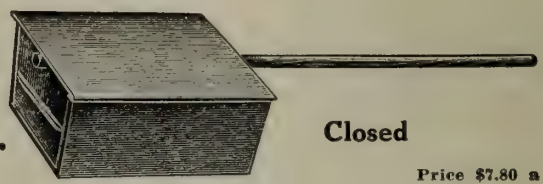
No dust when sifting

Easy to handle

You'll find the Daisy a splendid seller.

It is without doubt the most satisfactory sifter ever made for the purpose.

Sold by all leading jobbers.



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Has Been Proved By Comparative Tests

The Secret Lies In The Use Of RAZOR STEEL And Our Method Of Tempering

Maple Leaf Cross-cut Saws have a finer cutting edge and it will last longer than that made by any other tempering process.

We stand back of our saws with a written guarantee and a long retained reputation for quality.

They must be exactly as represented or we we will refund the money.

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Large stock of saws in Western Canada at our Vancouver Branch. **Our Saws are rapid business builders.**

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Straight Back Saws

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Quickly Pays For Itself

It is built of the finest material on the simplest possible lines, and will last a lifetime.
Pays for itself in a very short time with the money it saves.
The principle of operation is similar to a hand scraper, while the capacity for work is greatly increased.
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It will pay you to get full particulars, as every sale brings you a large profit.
Write to-day for circulars.

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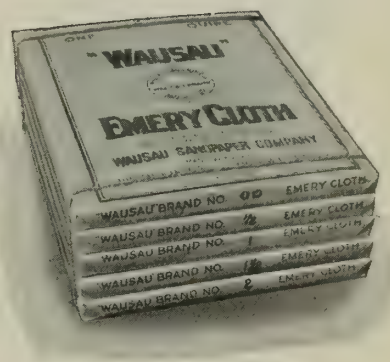

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12 inches across top.

Each pail has our label on, which is a guarantee of quality, and is artistically decorated with two red bands, giving it a most attractive appearance.

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14 inches across top.

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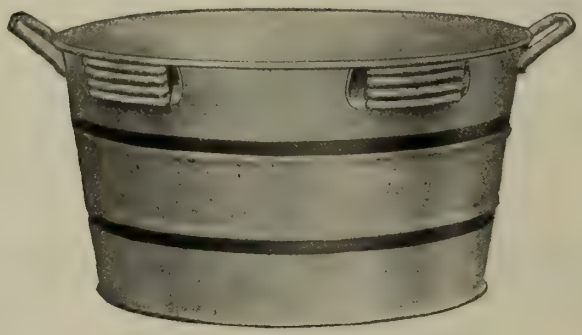
With Wringer Attachment. Red Bands.



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Our prices for complete outfits should interest you—they are the lowest on the market.

Sold on guarantee.

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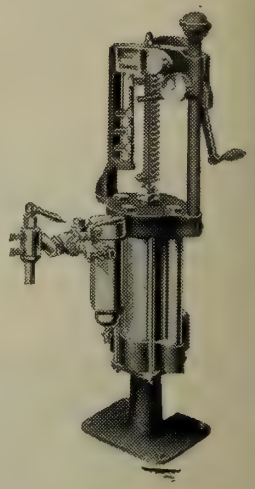

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FOR THIS "OAKVILLE" TRADE MARK

WARE M'F'G. CO. L'T'D. OAKVILLE PURE ALUMINIUM WARE

PURE ALUMINIUM COOKING UTENSILS

Quality in the goods means satisfaction for the customer and profit for the dealer. "OAKVILLE" PURE ALUMINIUM WARE has quality. Write us to-day.

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THE WARE M'F'G. CO. L'T'D. OAKVILLE. ONT

Samuels' Dustless Ash Sifter

is the sifter your customers are demanding, and it will pay you to satisfy them in this respect.

They want it because it minimizes labor, permits no waste and is *positively dustless.*

A turn of the handle and ashes sift into barrel. Unburned coal drops into scuttle.

Samuel's Dustless Ash Sifter cuts coal bills in two and lasts a life time.

Particulars on Request.

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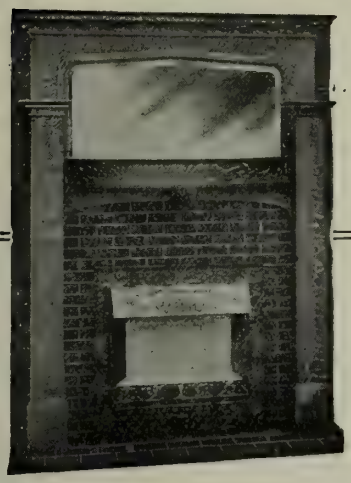
Why do we address you as friend? Because we know that one transaction with us will make you our friend. Our methods, prompt shipments, quality goods—all aid in our friend-making campaign.



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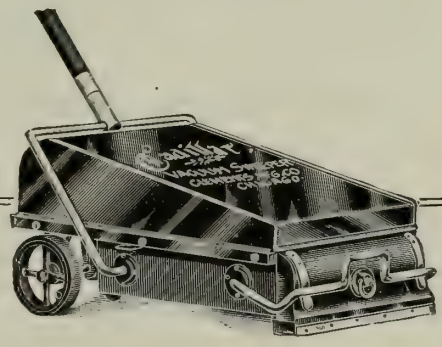

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By seeing that this exact mark is on each blade.

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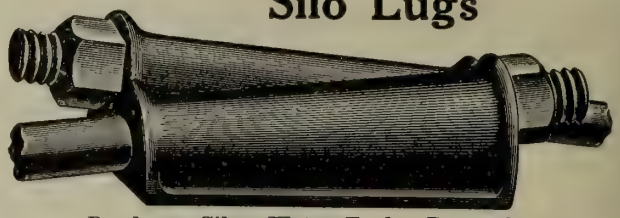

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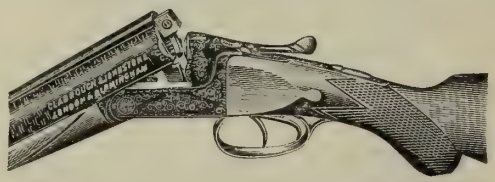

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ARCTIC METAL
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in your bearings and have no wrong to right.
Tallman's reputation is in the goods.

Tallman Brass & Metal Co.

HAMILTON, ONT.

IF YOU WANT

W.B.&C.° TRADE MARK.

DOOR CURTAIN RODS
DESK OR HAND RAILS
STAIR TREADS & NOSINGS
TUBES, BEADINGS
MOULDINGS OR
ANY KIND OF BRASSWORK

Get them from you may as well have the best obtainable. Write us for quotation.

WILLIAMS BROS & PIGGOTT Limited

Herbert Rd., Small Heath, Birmingham.

CEMENT SIDEWALK TOOLS
OF EVERY DESCRIPTION

We manufacture and carry in stock the largest and most satisfactory line in Canada of Cement Sidewalk Tools. Every sale brings the dealer a good profit.

Ask for 1913 Catalog.

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Selling Agents:—Rice Lewis & Son, Ltd., Toronto; H. S. Howland Sons & Co., Toronto; General Supply Co. of Canada, Winnipeg, Man.; The J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; W. J. Wells, 510 Church St., Toronto.

STAMPED ON THE

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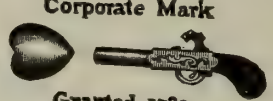

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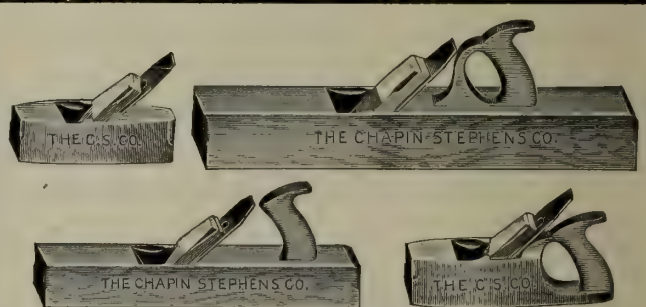

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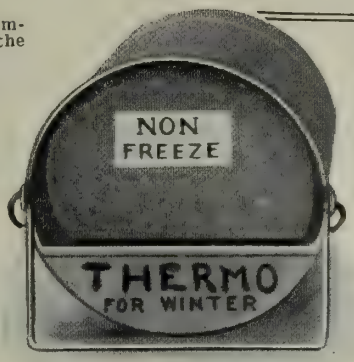
The "THERMO" Poultry Fountain

PATENTS PENDING

In the "Thermo" are embodied the principles of the "dead air space" and the double walls. These worked out into a practical idea, make the Thermo Fountain.

After trying out several styles of fountain construction we are free to say: That the "Thermo" meets the demand for a non-freezing fountain.

Stock it now. Every poultry raiser should have one.



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The Bear Brand is the only Germantown Lampblack

We are the Largest Producers and Shippers in the United States.

This Black is used by all consumers who are able to discriminate between a real lamp black and a substitute.

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The Cheapside Brass Foundry

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Stair Rods and Eyes,
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BRASS FOUNDRY

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COUPLINGS, DOWEL PINS,
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CASH OR PARCEL CARRIERS

SAVE TIME & MONEY

Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.

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The lines made by G. Perkinton at 113 Broad Lane, Sheffield, Eng., will be found to give every satisfaction. Our Table and Butchers' Knives are of particular value—you should see samples.

Shell Bolsters a specialty. For prices and samples apply to our sole Canadian agents (to the wholesale only),

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No Getting Away From It!

The Kling Home Fastener holds customers as well as horses. Anyone can attach it in a minute. Keeps the collar uniformly tight at all times. No matter how he lunges, the horse can't open it or break it. We refund the money for any that may be returned to our dealers. Sells fast at 25 cents. Costs you $2.25 a dozen from any jobber.

Look for "Kling" on the lever. Circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.

Sole manufacturers of the Klingsnap and Kling Hame Fastener
D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.,
Canadian Distributing Agents.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

BABBITT METAL.

SPOONER'S No Hot Boxes
NON FERROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

CLIPPERS.

PRIEST'S CLIPPERS

THAT'S SUFFICIENT

SEND FOR CATALOG TO
American Shearer Mfg. Co.,
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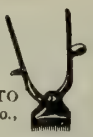
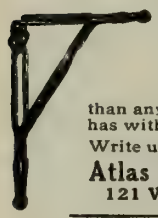


Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

BRACKETS.



The Atlas Bracket

This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs

Write us for samples and prices to-day.

Atlas Manufacturing Company
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MANUFACTURERS' AGENT.

H. E. JOHNSON
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Representing TORONTO
Hupfield, Ludecking & Co.
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A want ad. in this paper will bring replies from all parts of Canada.

COAT HOOKS.

Ask your dealer for
GOLD COIN WIRE HAT and COAT HOOKS
Made only by
JAMES & REID, Perth, Ont.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
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LETTERS

White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
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NUMBERS

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Manufacturers of Chest Handles, Spout Brackets, Steel Rakes, Kettle Ears, Rivets, and all kinds of fittings for Iron and Tin-plate workers' use. Wedges, Clips and all kinds of Wire Fencing.
Illustrated list on application.

HERCULES
SASH CORD

THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

TENTS.

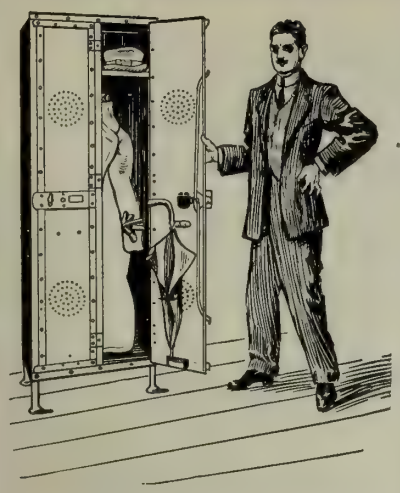
TENTS

We have a number of second-hand tents in stock which you could handle at a nice profit.
List sent on application.

Raymond Bros.
London, .:. .:. Ontario

Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

When writing advertisers kindly mention having seen the advertisement in this paper. : : : :



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are now recognized as a necessity in modern buildings.

Their many benefits and advantages are bringing them into general use in stores, offices, clubs, gymnasiums, banks, hotels, schools, hospitals and other public institutions.

"Dennisteel" Lockers are the last word in locker quality. We are the largest manufacturers of metal lockers and steel shelving in Canada, and make the best goods at reasonable prices.

Lockers are needed in your town. Get a line on this business. Write us for catalogue and particulars.

Dennis Wire & Iron Works Co., Limited
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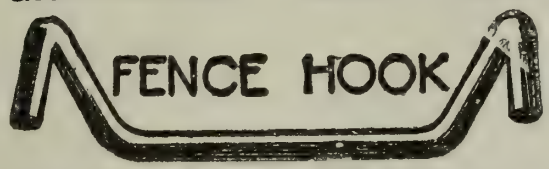
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

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An Auger Bit You Can Depend on. Fully Warranted
FORD AUGER BIT CO. HOLYOKE, MASS.

LONDON

High Grade

BAR IRON

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON - ONTARIO

The Chuck

Cannot Work Loose In Our

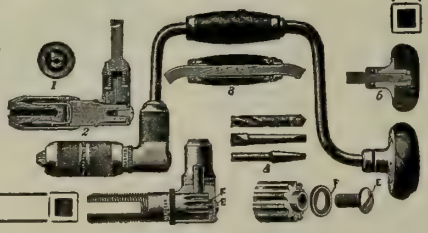
Master Ratchet Brace

because firmly secured by a flat head screw and patent cup washer — a feature that will commend itself to practical men. These excellent features are also found in all our braces of the better grades.

Do not be content with a brace that is always out of order, when you can get this one and get rid of your troubles once for all.

Write for details and complete Catalog

MILLERS FALLS COMPANY
28 Warren Street
New York



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STILL'S

Pick, Sledge and Hammer Handles

The Quality Assures Satisfaction and Re-Orders

Made of first class hickory; well seasoned. Shaped and finished by experts.

Why not stock and boost these reliable handles now? They pay a good substantial prof.

J. H. STILL MFG. CO., Ltd.
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ACME

BOX STRAPPING

STRONG AND SHIPMENTS 300 FT. IN A COIL

PROTECTS YOUR AGAINST THEFT. 20 COILS TO A CASE

ACME EMBOSSED STRAPPING IS MADE OF ROLLED STEEL AND HIGHLY JAPANNED.

COILHOLDER SUPPLIED WITH EACH COIL.

ACME BOX STRAPS ARE MADE OF ROLLED STEEL WITH EXTRA HARDENED PRONGS.

WILL HOLD ANY-THING

No. 7 BOX STRAP

FOR PARTICULARS WRITE

J. E. BEAUCHAMP & CO.
133 CORISTINE BLDG. - MONTREAL

Tools Stamped with the Buck's Head
Admitted duty free when used for educational work in Manual Training Schools

A full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools.

The most complete assortment of Carving Tools to be found in the United States.

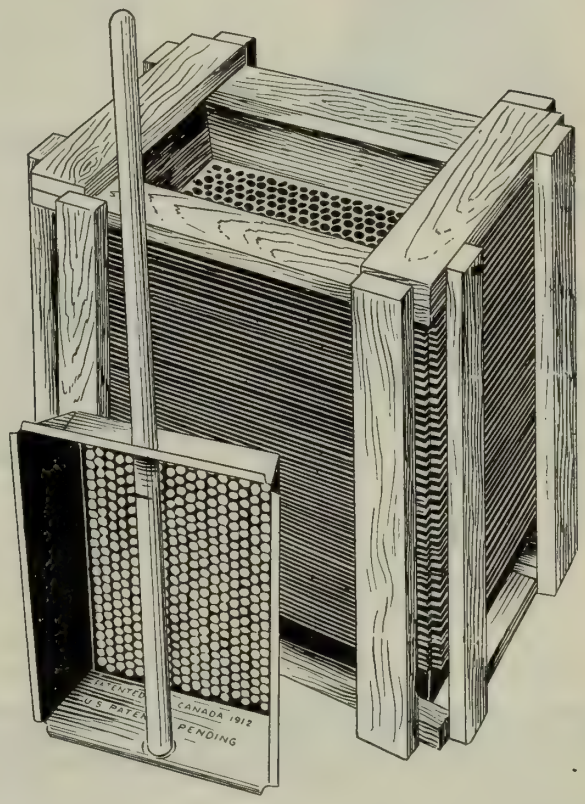
Send for our Catalogue.

BUCK BROTHERS
Millbury, - - Mass., U.S.A.

Two Lines That Sell Quickly

And Yield a Splendid Profit

Fairgrieve's Lightning Ash Sifter



All Metal
One Piece

Nestable

Will outlast Wire Mesh or Expanded Metal, and costs less. Seventy-five per cent. reduction in freight bill, and requiring little cubic space in warehouse.

Fairgrieve's Jacketed Can

Is well made, with Drawn Seamless Nozzle, Malleable Ears, Heavy Bail, Air Vent, in 5 and 10 Gallon Sizes, Wood Veneer Jacket and Bottom Handle.

The price and quality of our goods are certain to appeal to your customers.

Ask your jobber for these lines.

Fairgrieve Metal & Stamping Co.

1100-1104 Queen Street West - - Toronto, Ont.

The Schick Patent Sewer and Pipe Cleaner

does all the work itself. Why bother with cleaning other parts of your house, if you are not sure that sewer and waste pipes, sinks, basins, bath tubs and toilets are clean?

The Schick Patent Sewer and Pipe Cleaner keeps all sewers and pipes sanitary. Never any come-back of germs, but will force them on through pipes.

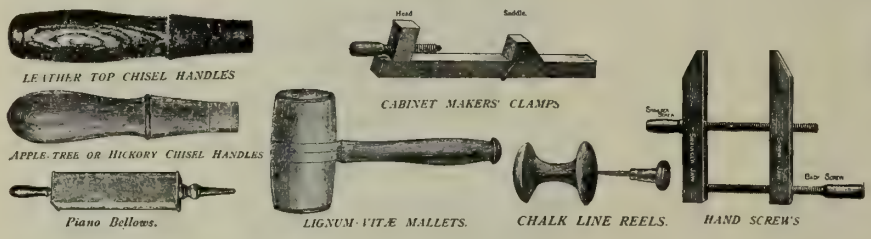
Mr. Dealer, there is a good profit and sale for these. Send for jobbing prices and discounts. For sale in Winnipeg, Man., by J. H. Ashdown Hdw. Co., Ltd.; Bouye Bros. Co., and Robison Co., Ltd.

4 in. is our Family size. 6 in. size is for Cities and Municipalities.

Larger sizes made to order.

Manufactured Solely by

DAVENPORT MFG. CO., Davenport, Iowa, U.S.A.



R. Bliss Mfg. Co.

Pawtucket, R. I.

U. S. A.

"Bliss" stamped on our product stands for the same quality that "Sterling" means in Silverware. Our reputation was established with our business in 1832. We are still keeping it. Write for our catalogue of Wooden Hardware Specialties.

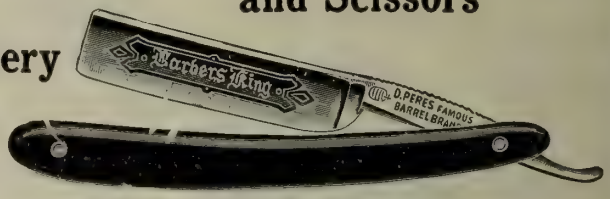
Add New Life to Your Cutlery Department By Boosting

D. PERES Barrel Brand Cutlery

It sells well, pays a good profit, and satisfies everywhere. Give our goods a trial and be convinced that they are trade winners.

None genuine without trade mark. We guarantee satisfaction.

Razors, Pocket Knives and Scissors



Canadian Agents: GREEFF-BREDT & CO., TORONTO

Western Office: Feilman & Jardine, 222 Portage Ave., Winnipeg

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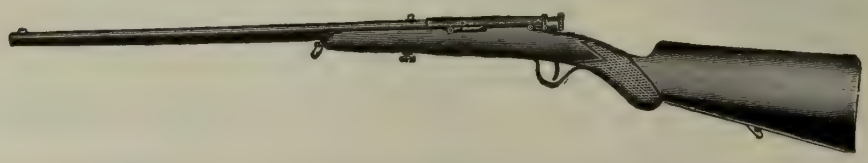
The "Bayard" Auto-Cocking and Ejection Rifle is the Ideal Rifle For Everybody to Use.



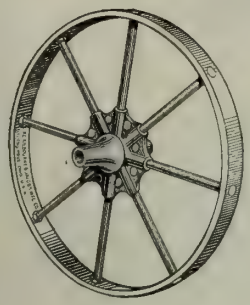
It is the only rifle having automatic features suitable for Cartridge 22, short and long. Strong shooting, high-class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning, the only tool needed is a screw driver.

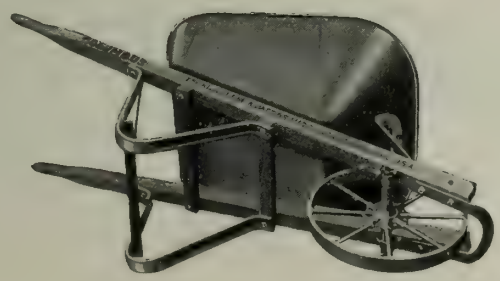
Write for our free descriptive Booklet.

McGill Cutlery Co. (Reg'd.) - - - P.O. Box 580, Montreal, Canada

Good "K & J" Parts Make "K & J" Tools Good

"Good for the user, good for the seller."





Road tools, like all other good tools, demand the most careful attention in the making.

A customer smiled at us once when we spoke about engineering in connection with a wheelbarrow design. He had the old "a wheelbarrow is a wheelbarrow" idea and looked it.

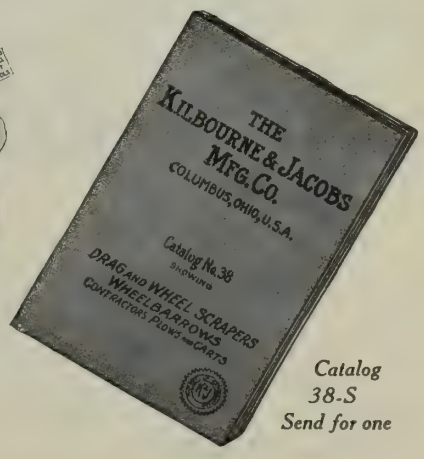
"My dear sir," we told him, "a stout, 'moneysworth,' "K & J" wheelbarrow or scraper is a matter of parts. One good part must be carefully matched with another good part—you must have, not just strength, but *well balanced* strength. The life of every part on a "K & J" wheelbarrow or scraper depends upon the life of every other part, and on the life of the parts depends the wear of the tool."

"So every little, unnoticed-by-you, part on a "K & J" tool has been given the most painstaking engineering attention in designing—to that end that "K & J" tools mean tools of uniform strength."

"Look at these parts for yourself. You will see careful designing in every part."

The Leading Hardware and Equipment Jobbers from Halifax to Vancouver sell a full line of wood leg and channel iron leg Barrows, Drag and Wheel Scrapers, Grading Plows, etc.

Catalog 38-S describes the "Pan American," "Victor," "Columbus," "Boss," and other well known brands of "K & J" make.



Catalog 38-S Send for one

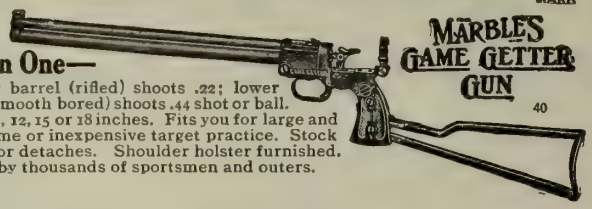
The Kilbourne & Jacobs Mfg. Co.

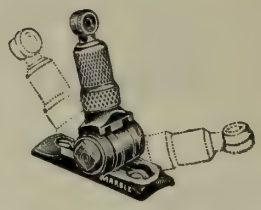
New York **Columbus, Ohio, U.S.A.** **London**

NOW IS THE TIME TO PUSH TRADE MARBLE'S MARK NECESSITIES FOR SPORTSMEN

Two Guns in One—

Upper barrel (rifled) shoots .22; lower barrel (smooth bored) shoots .44 shot or ball. Lengths, 12, 15 or 18 inches. Fits you for large and small game or inexpensive target practice. Stock folds up or detaches. Shoulder holster furnished. It is used by thousands of sportsmen and outers.





Marble's Cleaners—Composed of discs of soft brass gauze on a twisted, spring-steel wire—revolve and follow the rifling—assuring a perfectly clean bore.

Marble's Rifle Rods are of three brass sections fitted with steel screw joints and swivel tips. Guaranteed not to bend or break.

Easy Quick Boot Repairers—No cement used. Cannot come off. Will not hurt the foot. Three sizes.

Safety Pocket Axe—Indispensable when camping, hunting or fishing. Will cut down an 8-in. Norway pine in five minutes. Guard is lined with lead. Blades are finest tool steel—tough and keen—guaranteed. The steel handles are nickel plated. Grips are rubber. The wood handles are selected hickory, with nickled guard and receiver.

Safety Hunting Knife—Long blade with short handle. Extension guard folds in and locks blade open. Hilts, holsters and lining are German silver. Grips are genuine stag.

Auxiliary Cartridges Shoot .22, .25 and .32 pistol ctgs. in H.P. Rifles.

Ideal Hunting Knife—The quality of this knife combined with its beauty of design and finish has won for us a world-wide reputation as makers of the highest quality hunting knives. Handles are made of stag slabs or leather discs, with red and black fibre and brass discs. Tips are stag. The back of point can be used for chopping bone. 5 in., 6 in., 7 in., and 8 in.

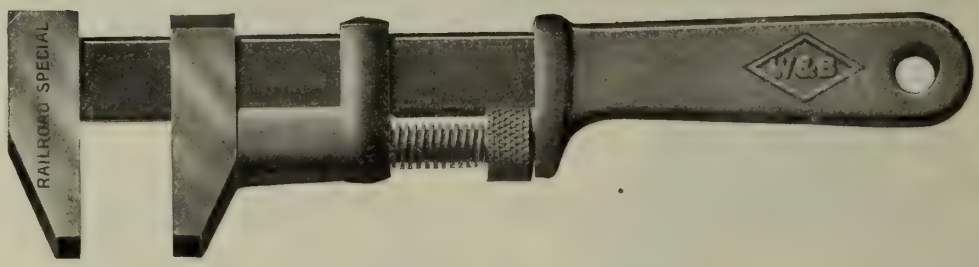
Coat Compass — Never goes wrong. Attaches to outside of coat and is waterproof. Balances so readily that direction can be taken while walking.

Waterproof Matchbox—Is absolutely moisture proof. Size of a 10-gauge shell.

Marble's "Flexible" Rear Sight—Does not lock up. It yields when struck and at once flies back to place. Cannot catch and break. Locks down when desired. Made for all American Rifles.

Improved Front Sight—Enables one to "hold over" and still see object. Best for running shots. Used by most professional riflemen.

MARBLE ARMS & MFG. CO., 5350 DELTA AVE., GLADSTONE, MICH., U.S.A.



Tools of Quality

"W & B" Warranted

"RAILROAD SPECIAL" WRENCH

W&B

&
W B
CO

Bear These Marks

We recommend and guarantee it absolutely for machine shop, factory and construction work, and all other places where hard, continuous service is the rule. Screw and Drop Forged Wrenches—all kinds. We manufacture the most complete line of wrenches in the world. There is a "W & B" Wrench for every purpose.

We can pack more high-grade tools in one shipment than any other manufacturer in the world.

Your Jobber will supply you. In case he is out of stock and you are delayed in getting your order filled, write us direct. We will see that you are supplied.

Write for Catalog No. 82 G.

The Whitman & Barnes Manufacturing Co.

ESTABLISHED 1854

Office and Factory, St. Catharines, Ont. Stocks carried at Winnipeg and Montreal

The Belleville Hardware & Lock Manufacturing Company, Limited

Belleville - - Ontario

The Quality that Prevails in Our Builders' Hardware

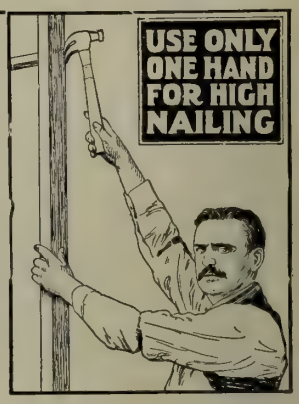
Is the Kind that Gives Satisfaction Everywhere.

Our plant shown above, is equipped with machinery for producing the highest grade hardware, and we have splendid shipping facilities.

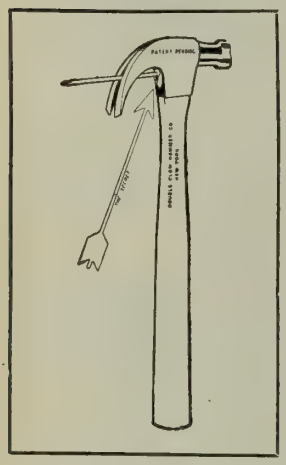
We are constantly adding new lines and new designs so as to keep our builders' hardware strictly up-to-date in every respect.

If you are particular about the hardware you sell make **sure you get Belleville Goods.** They pay a good profit and are a positive protection against dissatisfied customers.

The World's Greatest Hammers "Hynaler" and "Double Claw"

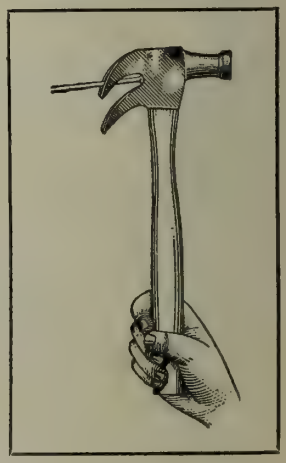


"Hynaler"



Single Claw

Double Claw



High Nailing

Every old style hammer out of date. No danger of falling down when you start to Nail High, low, or far across with one hand instead of two. No smashed fingers. The **HYNALER** beats the field for Single Claw Hammers.

The **DOUBLE CLAW** is still better. It drives faster, holds nails for High Nailing and pulls the nails out straight and easy without a block.

They are sweat savers, finger savers, and life savers. You would fall if you tried to do with both hands in the old way what these hammers will easily do by using one hand the new way. One hammer in use sells others. They keep coming back for more. Get **both** kinds. They are great.

Sold by

LEWIS BROS., LIMITED

Montreal, Ottawa, Toronto, Vancouver, and other Canadian Jobbers

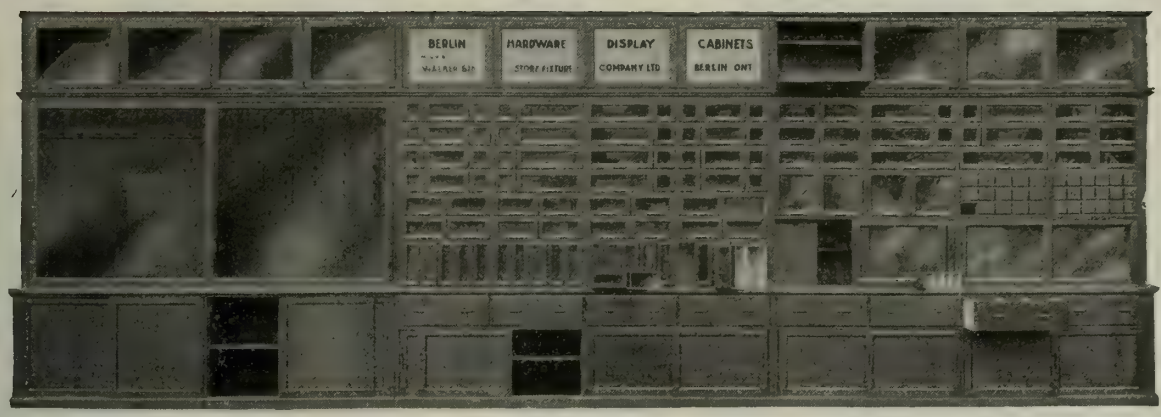
Made by

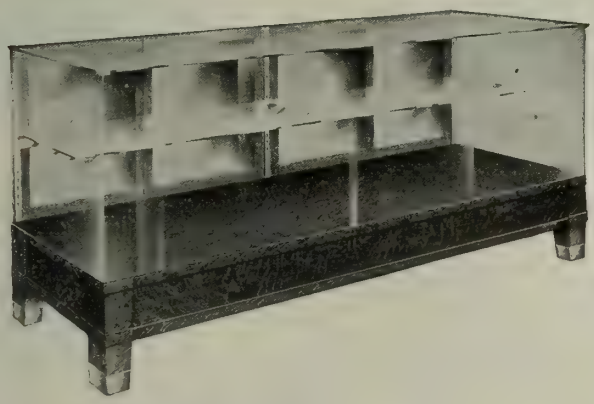
DOUBLE CLAW HAMMER CO.

453 Broadway - - - BROOKLYN, N. Y.

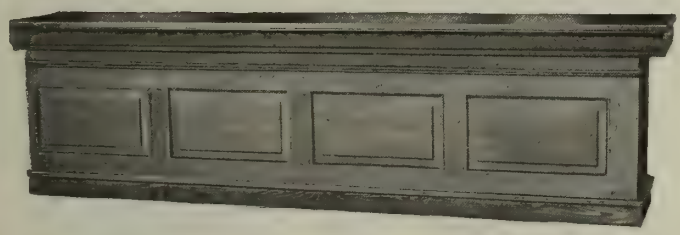
The Best Looking Hardware Store Draws The Most Trade!

MAKE YOURS MORE ATTRACTIVE THAN YOUR COMPETITOR'S

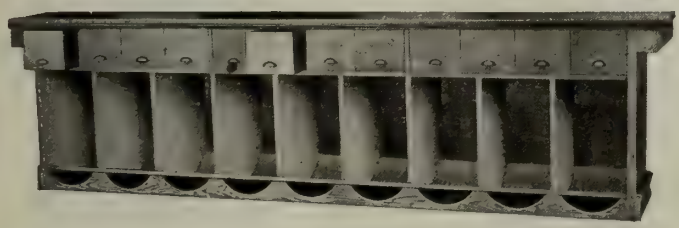




Solid Panel Counter



Front Elevation.



Rear Elevation.

Our Wall Cases, Silent Salesmen and Counters

Give the store an up-to-date, progressive appearance that adds greatly to its trade pulling qualities.

Berlin Wall Cases are so constructed that goods are displayed behind glass doors or display front compartments.

These cases make selection easy for customers. **They keep goods free from dust and dirt**—this adds greatly to their selling qualities and saves you much labor in cleaning.

Our Silent Salesmen and Counters as well as our Cabinets are made of the best kiln-dried lumber throughout by expert wood workers and are properly designed, made and finished in oak or any of usual commercial hardwoods.

Our Solid Panel Counter (as illustrated) is equipped with one row of 8 inch deep drawers, a row of nail compartments, each with capacity of a keg or more. The same style of counter may be made up with rear equipment of two rows of nail compartments, with open shelves, or other required equipment.

Write us for circulars and prices. Send us sketch of your store, giving dimensions, and **we will furnish you with estimates on any line.**

We design and manufacture **Display Cabinets, Silent Salesmen and Counters** to meet the hardwaremen's requirements.

The Walker Bin & Store Fixture Co.
LIMITED

Manufacturers and Designers of
Modern Store Fixtures

BERLIN, ONTARIO

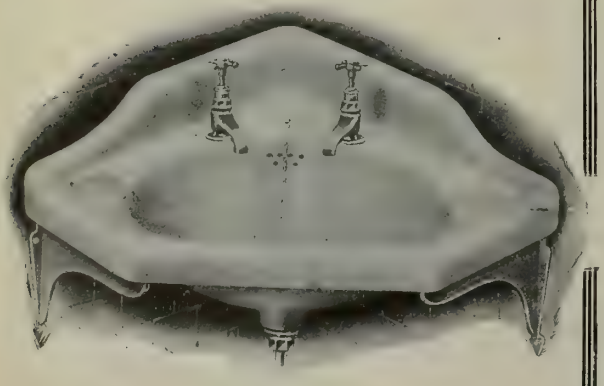
Enameled Baths.

We carry a full line of Standard Enamel Goods, Baths, Lavatories, Sinks, etc.

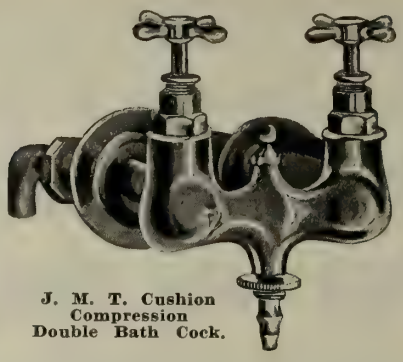
"Victorian" Porcelain Pedestal Lavatory No. 853.

These Lavatories are very strong and durable, and "will not craze." They are very attractive and are just as good as they look. The rich, glossy, cleanly appearance is always maintained.

Samples will create much interest and enable you to effect many sales.



"Victorian" Semi-Porcelain Lavatory.



J. M. T. Cushion Compression Double Bath Cock.

J. M. T. Cushion-Disc. Compression work, out-lasts the ordinary many times over. They cost no more than any high-grade tap, basin, or bath cock, and they remain tight for years.

TRADE MARK J.M.T. REGISTERED
A GUARANTEE OF QUALITY

We have Everything for the MODERN PLUMBING INSTALLATION

We only handle lines of proven merits. When you get plumbing goods from us you get the best that are procurable at a price that is right for that of good quality—a price that allows you a good margin for profit.

You will benefit by getting in touch with us.

We will take pleasure in furnishing you with complete particulars on any line.

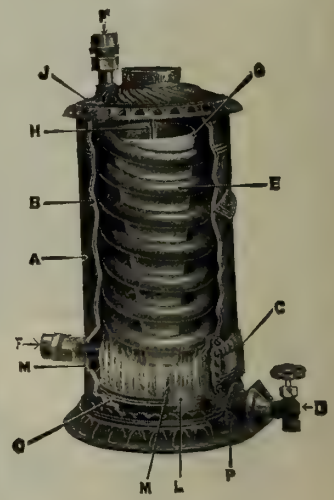
Write us to-day.

See our exhibit this year at Toronto Exhibition. We will be at our old stand, centre of Process Building

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide St. West, TORONTO

J. M. T. Cushion Compression Work.



Water Heaters.

Gas Heaters for heating the range boiler have become an everyday necessity. They're economical and so convenient. You get hot water when you want it. We have these goods that give the desired satisfaction at reasonable prices.

"Astoria." Low-tank Closet combination has large water seal area, and gives a long strong flush. An exceptionally high-grade outfit adopted for your best work. Woodwork piano polish.

Give it a trial—you will be highly pleased with the profit.

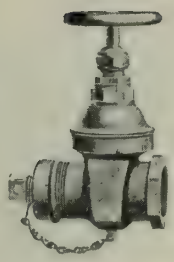
Astoria.

Engineers' Supplies, Brass Goods, Pipe Fittings and Tools

Highest Quality Guaranteed

J. M. T.
Globe Valve.

Steam
Whistle.



J. M. T.
Hose Gate Valve
with Cap and Chain.

Steam and Oil
Separator.

Pop Safety Valve.

Check Valve
with Drip Cock.

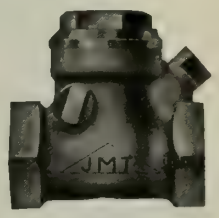
Oil Cap—Quick
Stop, Sight Feed.

Lever Throttle
Valve.

Gauge Cock
Brass Wheel Handle.

Relief Valve.

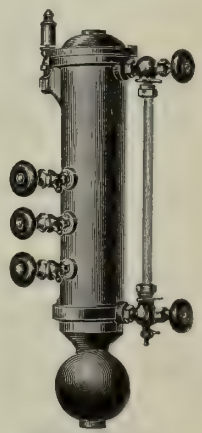
Genuine
Hancock Inspirator.



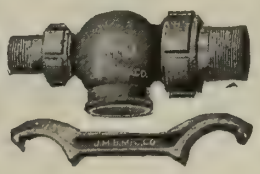
J. M. T.
SWING CHECK VALVES
Adjustable lift.

J. M. T. INJECTOR.
(Improved)

Water Gauge Mounting
Brass Wheel Handles.



Water Column
with high and low
Whistle Alarm.



"Gem" Ejector.

Our Lines Make Pleased Customers Everywhere

The installation of steam boiler mountings in the Province of Ontario, Alberta and Saskatchewan requires the approval of the Board of Inspectors for these provinces. Our goods are approved of, and indorsed under Registration Numbers in these provinces and are, therefore, submitted as covering the necessary requirements for steam boiler service.

We will be pleased to receive inquiries on any line or lines in which interested.

Catalogue to the trade.

We will exhibit this year at Toronto Exhibition, in our old stand, centre of Process Building.

The James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO

Keep Your Accounts The Short, Efficient Way! The Time-Saving Way!

With the *McCaskey* (one-handwriting) *Account System* everything is straightened when you give the customer his bill when the sale is made—no more time is required in bookkeeping. All is done with one handwriting and you always know at a glance by the copy you place in the register, just how the different accounts stand.

With this system you can keep close tab on slow pay customers and prevent them from running up practically unpayable accounts. This is very important because during your busy days you neglect your books to a certain extent on account of lack of time.

With the old system of bookkeeping you forget to charge, and often encounter disputes and lose many customers through same.

The McCaskey System proves invaluable wherever used.

Showing Electric Recorder and Cash Till

If you come to the Toronto Exhibition don't fail to pay us a visit. We will gladly demonstrate the McCaskey way of keeping accounts. Our booth will be in the east aisle connecting Stove and Process Buildings.

Dominion Register Co., Limited

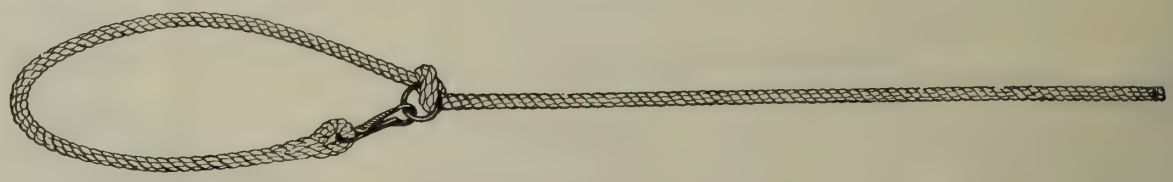
96 Ontario Street, Toronto, Canada

(Trafford Park, Manchester, Eng.)

REMEMBER—cheap cordage, like other low priced articles, does not build up trade---buyers only receive what they pay for.

Good value at a fair price or poor value at a low price

ORDER CONSUMERS BRAND CORDAGE AND GET FULL VALUE



Plow Lines
Halters
Halyards
Deep Sea Lines
Snap Halters

Sort up your cordage.
Fall goods are now in demand

Consumers Cordage Co., Ltd.

Montreal **Branches and Agencies Throughout Canada** **Halifax**

Clothes Lines
Packings
Twines and Cordage of Every Description

Tilting Kettle

Jardinieres

Art Metal Goods, Brass House Furnishings, Etc.

Our Designs are of the Most Up-To-Date Type, Our Manufacturing Facilities Unlimited, and Our Prices Consistent with the HIGHEST GRADE MATERIALS AND WORKMANSHIP

Our line consists of **Kettles, Jardinieres, Fire Sets, Cuspidors, Umbrella Stands, Candlesticks, Trays, Soap Dishes, Smoking Sets, Hotel Supplies, Stair Plates, Compression Taps, Copper Measures, Lighting Fixtures, Bathroom Fixtures, Crumb Sets, Mantel Sets and Coal Hods.**

It will be to the interest of every dealer to send for our catalog. We aim to make this catalog the most up-to-date ever issued, and we feel confident it will meet with the ready approval of the trade.

Boost our lines now and you will effect many sales.

Chadwick Brass Co., Ltd.

Hamilton, Canada

The Science of the Study of Men

¶ We are learning a new Science—**the Science of the Study of Man.** We must deal with men every day in every transaction, and we have discovered that there are too many failures, too many half successes, too much guessing at business principles and policies.

¶ We have turned our investigations and inquiries into the recesses of infinite space and everywhere we find activity, change, decay and evolution—all of which is a part of the great drama of material and energy, the growth and building up—the decay and the decline of planetary systems, worlds and suns.

¶ In the constellation of Orion, the great nebulous masses, we find on closer investigation to be worlds in embryo—that is, worlds in the earliest stages of their development. During the centuries gone we have learned that the conditions of life on our planet have entirely changed.

¶ We have determined that all animal and vegetable life will disappear from this planet in the final stages of its growth and decay, and that this process of change prevails throughout infinite space. These things are mathematically certain, and these processes are now easily discerned from our powerful telescope, aided by the use of the spectrum.

¶ But we are learning a new Science that is of greater importance than the science of astronomy or the science of mathematics. We must deal in this world with **material, merchandise, machinery** and **men**—and men is the last and greatest problem we have to analyze.

¶ Ninety-five per cent. of men at the age of sixty-five are either working for a daily wage or entirely dependent on someone else for their support. These men, after old age has overtaken them, present a sad picture, and there is nothing more pitiful than old men tottering along, living their last days in want, misery, sorrow and shame; men whose hair is touched with silver, trodding on to that of oblivion of mediocrity where the individual is submerged, where all individuality is lost.

¶ No one is prepared to say the final word concerning the correct training of men, but one thing we know quite well; they must be trained in the atmosphere in which they are to perform their work. Men are developed through responsibilities, through contact with everyday life. We learn as we go on, experimenting, and life itself is only an experiment, and as Leckey has said, "Over the evening of our dreams there steals the thought that we have been used by an Unseen Power for an Unknown End."

¶ Each of us offers the same old excuses, the same drivel, the same childish answers for laziness and indifference; the same paltry reasons for our indolent lives. Failures are about us everywhere; many of them the sons of successful men. Many have college educations, and on every hand we find men familiar with Latin, Greek, dead languages, and dead literature, whose lives are just as dead as the things they know.

¶ We have seen that many young men who are pursuing a course in Greek should be equipping themselves for the work of an architect. Oh! we may argue this way or that, but the figures stand. Ninety-five per cent. of men at the age of sixty-five are either working for a daily wage or else entirely dependent on someone for their support. It is in the laboratory of everyday life that we find the facts with which we must deal, and **the demand for men is universal and the supply is shamefully small.**

¶ So—we conclude that men in years to come will be compelled to make better use of their time in preparation and training, to give greater care to their health. And just here it may be well to point out that we find at last that sickness is not really necessary; that men were intended to be healthy and happy—that our sorrow and sadness and failure are largely the results of our sins, folly and neglect.

Efficiency

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Will Quicken The Jobbers,' Manufacturers' and Retailers' Sales

Tools with highly polished surfaces if wrapped in British American Wax Paper will retain their bright, attractive appearance without untold labor in cleaning and polishing.

Mr. Manufacturer or Mr. Jobber, why not deliver your orders to the dealer in this way—he will appreciate it, and will send you more orders.

Let us quote you prices.

THE

British American Wax Paper Co.

LIMITED

Darling Building, Toronto

HERE'S A GO

SOMETHING TO SELL
THAT SELLS ITSELF

THE WALDEN SAFETY PISTOL

A Real Pistol Firing Cartridges, BUT Absolutely Harmless

Invaluable for starting races, stage performances, frightening thieves, etc. Every traveller ought to carry one, and every home possess one. Thousands sold in Great Britain and all parts of the world. New in Canada.

Retail at prices from $1 to half that sum, according to quality and finish. Write in for prices per gross, or send $1 for sample pistol (carr. paid). Hallcross blank cartridges, 500, $1.

The WALDEN PISTOL is an ideal gift for any boy, being harmless. ALL BARK, BUT NO BITE!

We Want Active AGENTS in CANADA

HALL & CROSS Ltd., Chancery Lane, London, Eng.

This is the Season for Selling Pumps

The hot weather may cut down your sales in some lines, sir, but it makes the pumps **sell.**

Our dealers have sold, already this year, over 5 times the number of pumps they sold in 1912, and there's a lot of beautiful PUMP weather left yet.

You will find a good pump stock a paying investment. Write to-day for our special proposition and ask for No. 19 Pump Catalogue.

BT Pumps

formerly made by Wortman & Ward, London, Ont.

The BT Pumps, formerly made by Wortman & Ward, have many special features, and for years have ranked as the most popular line in Canada.

Note, for instance, the long fulcrum on the deep-well pump above. It comes far down on the standard. This takes all lateral strain off the pump-rod, **so that the pump-rod never bends.**

Our special proposition will make it most profitable for you to stock BT Pumps before the end of this month. Write for this proposition before you turn the page.

Beatty Bros., Ltd.

FERGUS, ONT.

Western Branch: Winnipeg, Man.

Losing Stove Sales?

If your stoves are good ones you should not. And the reason you *are* losing sales is probably one of *display*. Your customers are not being shown the back, front, sides, inside and outside of your stoves. You are showing them a dismal regiment standing on some dark, dusty platform.

The Harper "Handy" Castertruck will provide an inexpensive way of fitting each stove on handy rollers, making it possible to wheel the stove to your customer and the light, where things can be seen.

You'll *sell* stoves then. Send order to ANY OF OUR 670 JOBBERS NOW CARRYING, or to us.

Price $9.00 per doz. sets of 4, f.o.b. Chicago.

Chicago Hardware Foundry Co.

Station A — North Chicago, Illinois

Announcement to Furnace Dealers

If you have not already obtained one of our Catalogues dealing with Furnace Fittings, Galvanized Eave Troughs, Ridge Rolls, etc., it will pay you to send for one at once.

Furnace men will find that it is more profitable and more convenient to get supplies direct from us rather than to depend on outside mechanics to make up the required goods.

We have foreseen the scarcity of skilled tinsmiths and have equipped our plant with the newest and most efficient machinery. This not only enables us to do the work better and much more economically, but allows us to fill all orders on a day's notice.

If you are about to instal a Furnace or Trough a building, it will pay you to get the benefit of our quick, reliable service and reasonable prices.

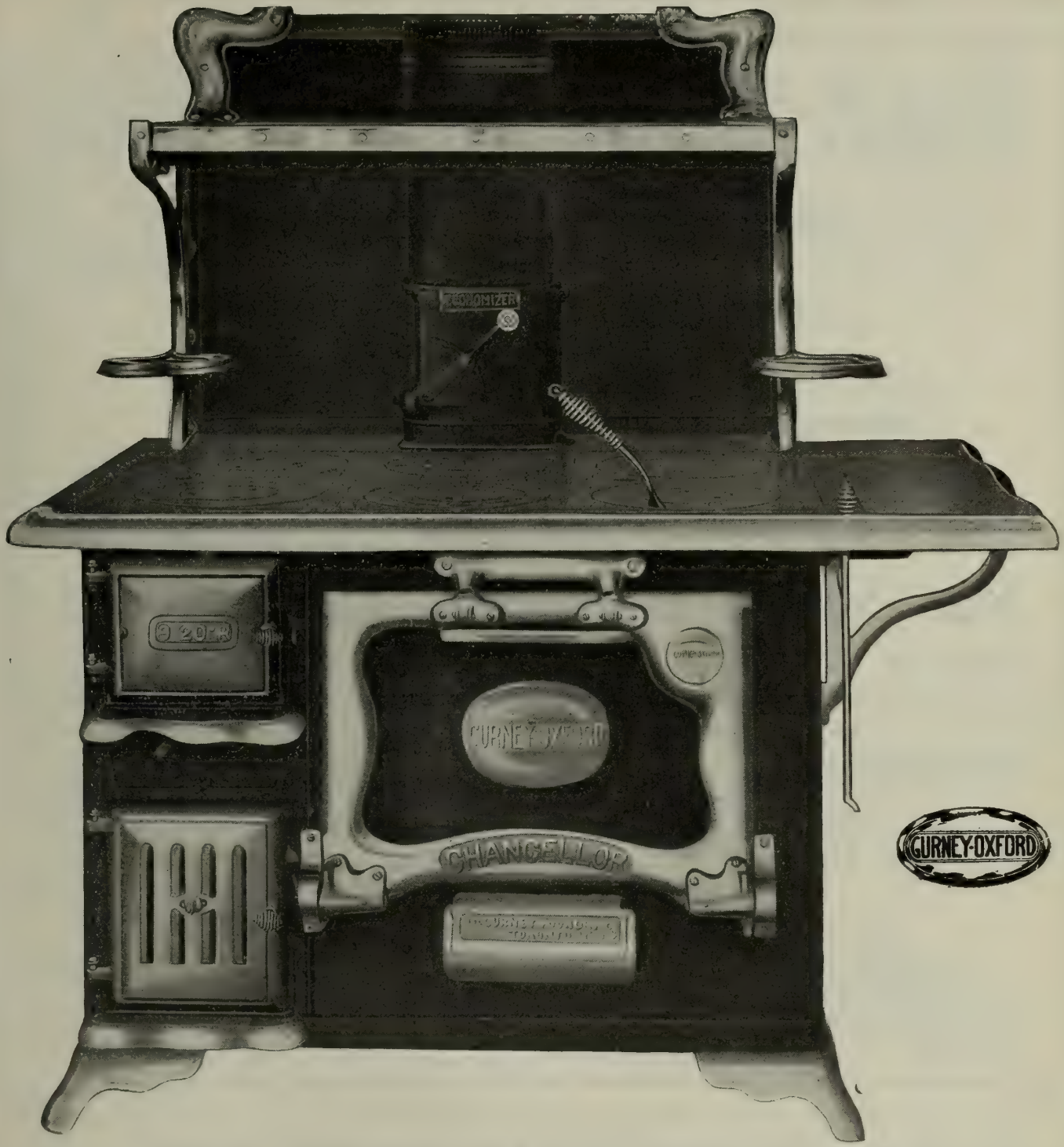
Our Catalogue dealing with Warm Air Registers, Tin Stock, etc., will be sent immediately upon receipt of post card. Write to-day.

A. WELCH & SON

Factory:
1-3-5-8 Berti Street
TORONTO

Mfrs. of Tins and Galvanized Iron Furnace Stock, Roofers' Supplies, etc.

Office:
302-4 Queen Street
TORONTO

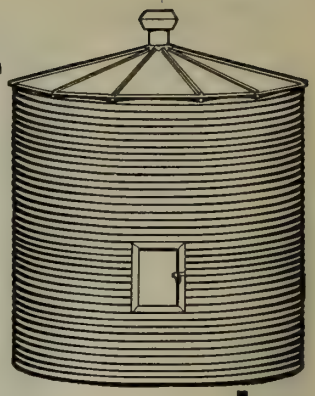


OUR PLAN WILL SUIT YOU

Most stove makers devote their entire selling effort to pl ace ranges on your floor.
To move stoves off our customers' floors into kitchens is what gets our biggest effort.
Here's the plan for you.
The man who made this cut pointed his camera at the ha ndsomest steel range in the world.
The dealer who sells it can grip attention by showing his cutomers that wonderful domestic help, "The Economizer," one lever controls the fire—one ton of coal saved in every six—with hard coal a fire may be held 36 hours —pretty attractive talk, and facts mind you.
We advertise the goods in the local papers, in magazines, by window dress, through circular letters if you want them. We go shares with you in a big effort to get you most of the stove business in your locality.
Test it out. Write us a post card for a sample range—if our agency is open in your town, we'll demonstrate to you the wisdom of the move.

THE GURNEY FOUNDRY COMPANY, LIMITED, TORONTO

MONTREAL HAMILTON WINNIPEG CALGARY VANCOUVER



Here is a New "Metallic" Product—and it's a good one!

It's built right up to the high standard that we have set for all our products. You are aware of the profitable business that the demand for metal granaries offers; and if you will just drop us a line, we will send some interesting information about this "Metallic" granary. We have taken our time in developing this granary and are certain that it is right in every respect.

"Metallic"

Portable

Corrugated Steel Granaries

One of the chief requirements in successfully handling the granary trade is a granary that is simple and easy for the farmer to set up. An examination of the "Metallic" will prove to you that we have been very successful in this direction. We have made all parts interchangeable, have eliminated all heavy, breakable castings and used instead pressed steel. Every part is machine made, so there are none of the discrepancies and variations in parts that result from hand work. Write for particulars.

The Metallic Roofing Co., Limited

MANUFACTURERS

TORONTO and **WINNIPEG**

HEINISCH

Trimmer Handle

Tinner Snips

Heinisch Quality

Assures Maximum Service

We manufacture a full lineof Tinners' Snips, Tailors' Shears, Scissors, Trimmers, etc.

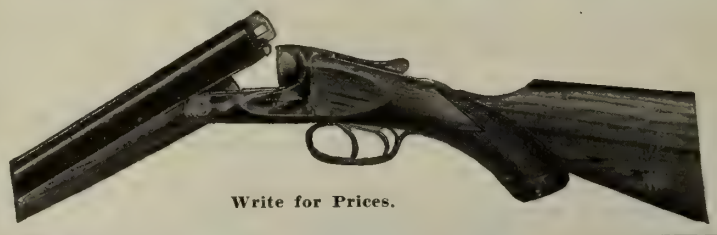
Your jobber can supply you.

Our firm name which is stamped on every article, is our guarantee of universal satisfaction.

R. HEINISCH'S SONS CO.
Newark, N.J., U.S.A.

The Fox Sterlingworth

Takedown 30-in. Double Barrel, Hammerless



Write for Prices.

The Fox-Sterlingworth is a plain, staunch, trustworthy gun at a reasonable price, that will make good all the time and under all conditions.

The Barrels are genuine Sterlingworth Fluid Compressed Steel, thoroughly tested and guaranteed for strength and shooting qualities.

The Stock is the best quality plain American Walnut, thoroughly seasoned, nicely checkered.

The Forend is a new, Fox spiral spring creation, and acts as one of the greatest compensation devices ever placed on any gun. Will never break or get loose.

Every sale will make another customer for you.

WHITES LIMITED, Collingwood, Ont.

WHOLESALE HARDWARE AND METALS

Don't Fail to See Us While at the Exhibition

Our new Toronto branch, two blocks from the Exhibition Grounds, is nearing completion, and we are fitting up a temporary show room, where we invite the trade, and those interested in building to call and see some of our new fireproofing lines.

We want you to look over our new factory, which will have 100,000 square feet of floor space, and which, when complete, will be the most up-to-date plant on the continent for the manufacture of fireproofing lines, including

Ormsby-Lupton Steel Sash
Swartwout Revolving Ventilators
Non-pareil Puttyless Skylights
Hollow Steel Doors and Trim

and many other sheet metal fireproofing materials. We will also have, on the Exhibition Grounds, a few sample garages, and one of our Patent Steel Barns, 36 feet by 56 feet.

Bring your farmer friends with you, to see it. It will interest them more than any other exhibit on the grounds.

The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD.,

MONTREAL	TORONTO	PRESTON	WINNIPEG	SASKATOON
Quebec	Ontario	Ontario	Manitoba	Saskatchewan

Offices in all the large cities.

Head Office: PRESTON, ONTARIO

Books for the Metal Workers

Any of the following books sent prepaid on receipt of price

WRITE FOR CATALOGUE

THE NEW METAL WORKER PATTERN BOOK.

A treatise on pattern cutting as applied to all branches of sheet metal work. By George W. Kittredge. 430 pages; 774 illustrations; size 10 x 13 inches. Cloth bound. Price $5.00.

ART OF COPPERSMITHING.

A practical treatise on working sheet copper into all forms. By John Fuller, Sr. 327 pages; 474 engravings; size 10 x 6½ in. Cloth bound. Price $3.00.

SHEET METAL WORK.

A manual of practical self-instruction in the art of pattern drafting and construction work in light and heavy-gauge metal, including sky-lights and roofing, cornice work, etc. By Wm. Neubecker. 267 pages; 358 illustrations; 6½ x 9¾ inches. Half-Morocco binding. Price $3.00.

A PRACTICAL WORKSHOP COMPANION.

For tin, sheet iron and copper plate workers. By LeRoy J. Blinn. 296 pages; 170 figures. Size 5 x 7½ inches. Price $2.50.

SHEET METAL WORKERS' INSTRUCTION.

By Joseph H. Rose. 300 pages. Profusely illustrated. Price $2.00.

THE ROOFING, CORNICE & SKYLIGHT MANUAL.

175 pages; 170 illustrations and 13 plates; size, 6 x 9½ inches. Cloth bound. Price $1.50.

BAUGHMAN'S BUYER & SELLER COST TABLES.

A cost book for everybody having cost to figure by the piece, pound, foot or ton, from 2½c per hundred to $10 a hundred. Leather bound. Price $1.50.

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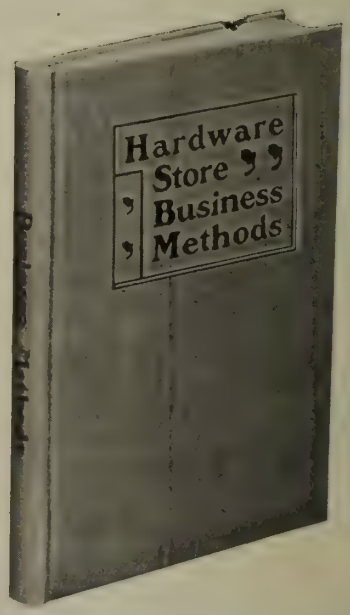

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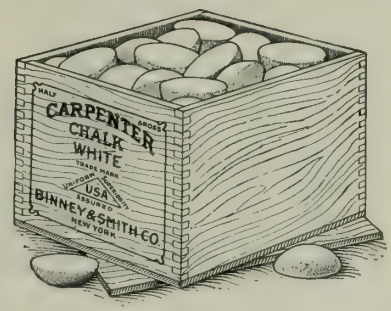

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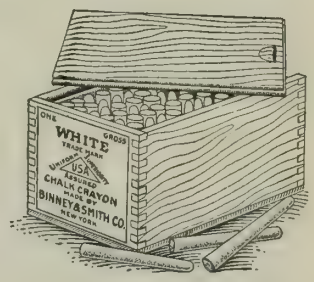

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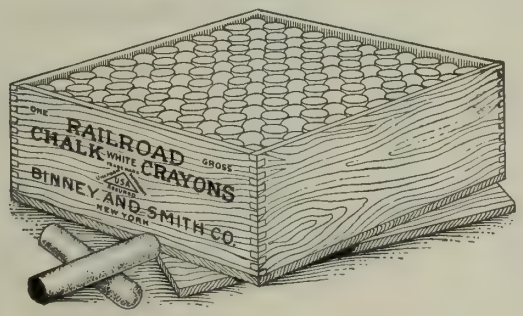

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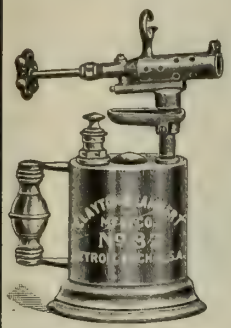

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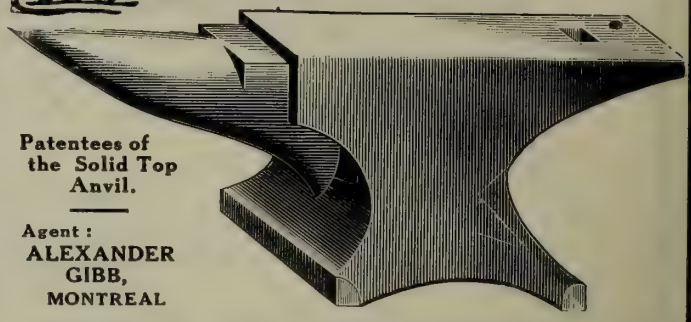

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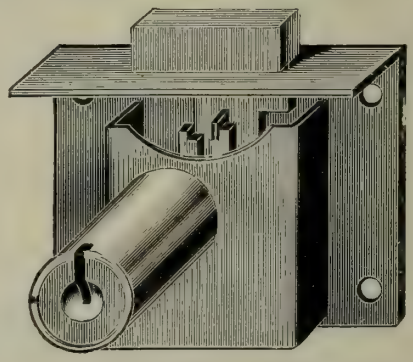

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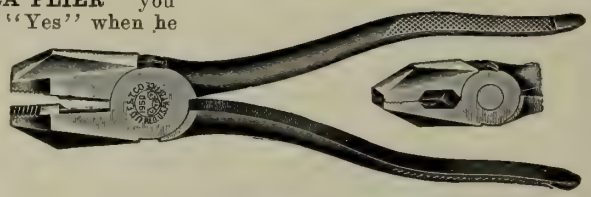

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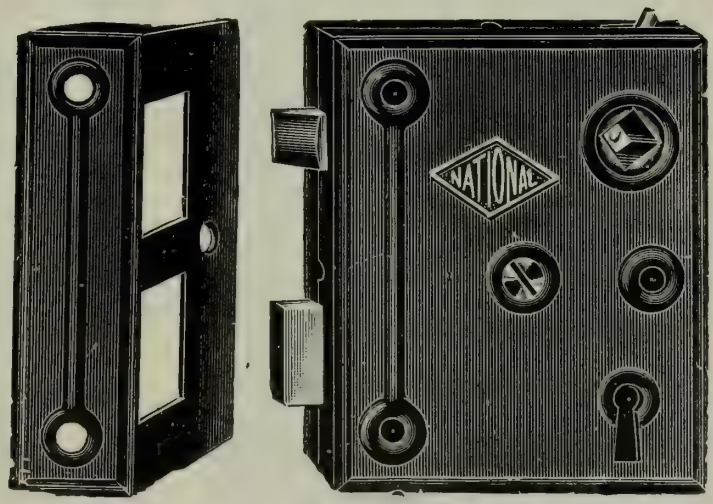

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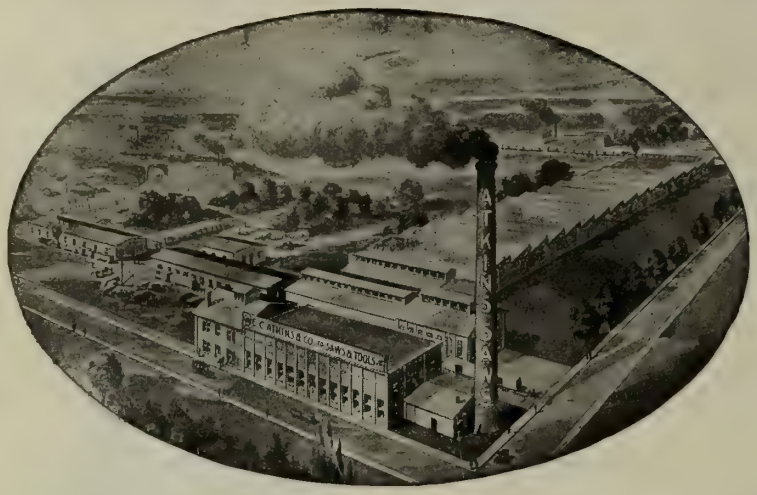

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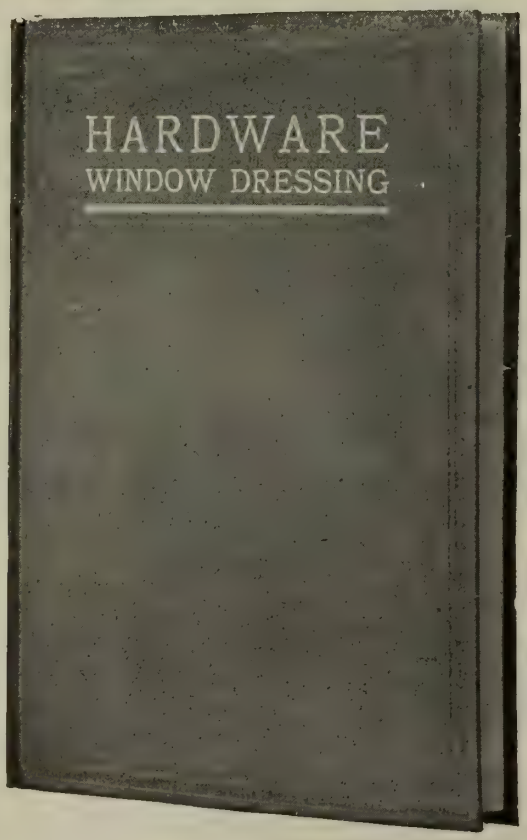

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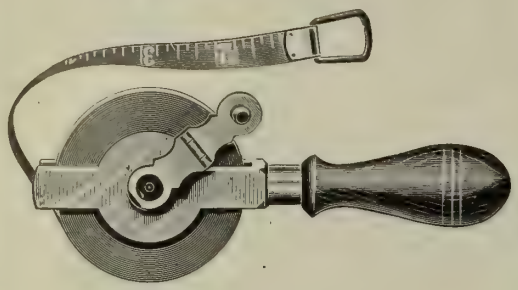

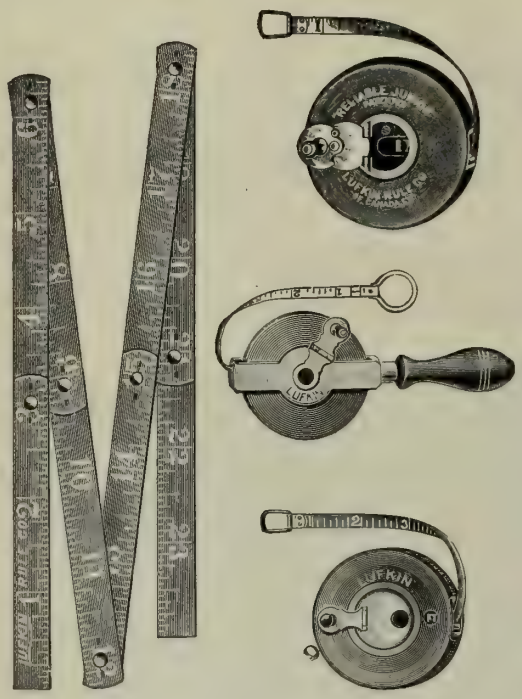

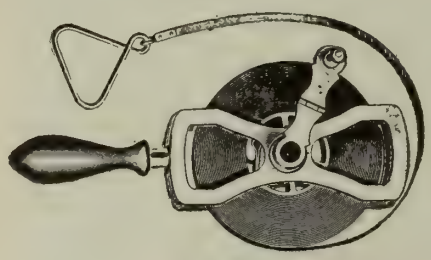

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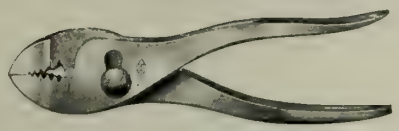

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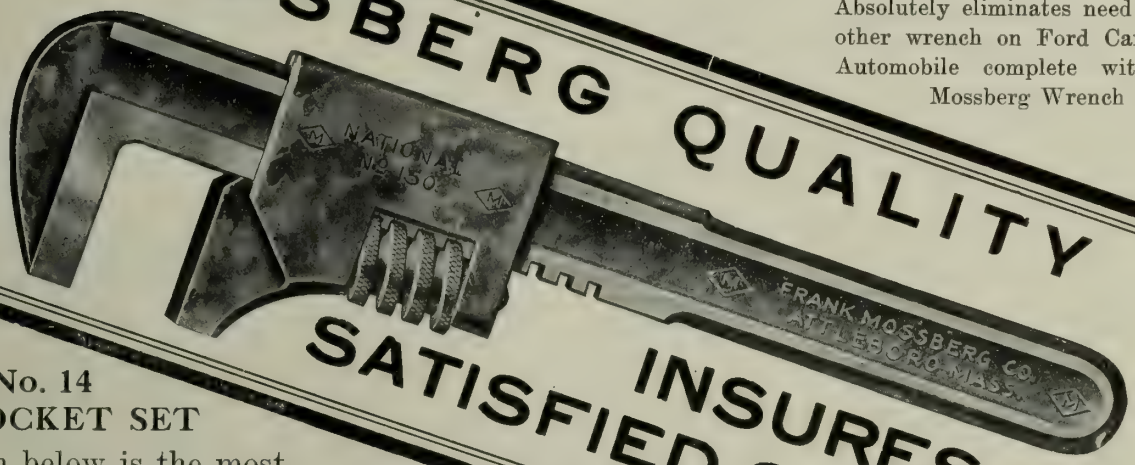

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Canada's Only Weekly Hardware Paper

Vol. XXV. TORONTO, AUGUST 23, 1913. No. 34

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Grindstones.
Richards-Wilcox Canadian Co., Ltd., London.

Grinders, Carborundum
The Carborundum Co., Niagara Fallls, N. Y.

Grindstones, Mounted
The Whitman & Barnes Mfg. Co., St. Catharines.

Grease Guns.
S. P. Townsend & Co., Orange, N.J.

Guns.
Iver Johnston's Arms & Cycle Works, Fitchburg.
C. J. Hamilton & Son, Plymouth, Mich.
Dorken Bros. Co., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
J. P. Clapbrough & Johnstone Birmingham.
Simmons Hardware Co., St. Louis, Mo.
Whites, Ltd., Collingwood.
Winchester Repeating Arms Co., New Haven, Conn.

Hack Saw Frames.
E. C. Atkins & Co., Hamilton.
Canadian Quality Saw & Tool Works, Montreal.
Goodell Pratt Co., Greenfield, Mass.
Millers Fall Co., New York.

Hack Saw Blades
Canadian Quality Saw & Tool Works, Montreal.
Millers Fall Co., New York.

Hack Saw Machines
Canadian Quality Saw & Tool Works, Montreal.

Hammers.
Double Claw Hammer Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines.
Stanley Rule & Level Co., New Britain, Conn.

Hammers, Heavy.
Allan Hills Edge Tool Co., Galt.

Hammer Handles.
St. Mary's Wood Specialty Co., St. Mary's.

Hammers, Log and Stamping
Argall Bros., Three Rivers, Que.

Handles, Chest
J. H. Butler, Ltd., Wolverhampton, Eng.

Handles.
Can. Handle Mfgs., London.
Thos. Pink Co., Pembroke.
St. Mary's Wood Specialty Co., St. Mary's.
The Stanley Works, New Britain, Conn.
J. H. Still Mfg. Co., St. Thomas.

Handles, Pick.
St. Mary's Wood Specialty Co., St. Mary's.

Handles, Peavie and Gaff
Argall Bros., Three Rivers, Que.

Hangers, Barn & Parlor Door
Canada Steel Goods Co., Hamilton.

Hardware, Heavy
Whites, Limited, Collingwood.

Hardware.
Dorken Bros., Montreal.
Double Claw Hammer Co., Brooklyn.
H. S. Howland Sons & Co., Toronto.
Jas. Smart Mfg. Co., Brockville.
Simmons Hardware Co., St. Louis, Mo.

Hardware, Shelf
The Austrian Import Co., Ltd., Montreal.
Whites, Ltd., Collingwood.

Hardware Dealers' Supplies
Globe Mfg. Co., Perry, Ia.

Hardware Display Fixtures
Multiplex Display Fixture Co., St. Louis, Mo.

Hatchets.
Allan Hills Edge Tool Co., Galt.
Burgess Norton Mfg. Co., Geneva, Ill.

Hardware Specialties.
Burgess Norton Mfg. Co., Geneva, Ill.
National Hardware Co., Ltd., Orillia.
Richards Wilcox Can. Co., London, Ont.
Tocan Mfg. Co., Ltd., Hamilton.

Hardwood Lumber
Can. Handle Mfgs., London.

Hasps.
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hay Scales.
Aylmer Pump & Scale Co., Aylmer.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

Heat Regulators
Automatic Damper Co., Hamilton.

Hinges.
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hdwe. Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Floor
Lawson Mfg. Co., Chicago.

Hinges, Lavatory
Lawson Mfg. Co., Chicago.

Hinges, Strap and Tee.
Canada Steel Goods Co., Hamilton.
Montreal Hardware Co., Montreal.

Hinges, Butt
The Montreal Hardware Mfg. Co., Ltd., Montreal.

Hinges, Butt Plated and Bright.
Canada Steel Goods Co., Hamilton.

Hinges, Screen Door.
Chicago Spring Butt Co., Chicago.
Lawson Mfg. Co., Chicago.

Hinges, Screw and Strap
The Montreal Hardware Mfg. Co., Ltd., Montreal.

Hinges, Spring.
Lawson Mfg. Co., Chicago.

Hinges, Pivot
Lawson Mfg. Co., Chicago.

Hockey Sticks.
St. Mary's Wood Specialty Co., St. Mary's.
J. H. Still Mfg. Co., St. Thomas.

Hod (Steel, Mortar and Brick)
Chatham Malleable & Steel Mfg. Co., Chatham.

Hooks.
Thos. Pink Co., Pembroke.
Steel Co. of Canada, Hamilton.

Hooks, C. & H. Metal Clasp
Atlas Mfg. Co., New Haven, Conn.

Hooks, Ceiling
Atlas Mfg. Co., New Haven, Conn.

Hoops, Iron.
The Steel Co. of Canada, Hamilton.

Hoops, Barrel.
Laidlaw Bale Tie Co., Hamilton.

Horse Lawn Mowers.
S. P. Townsend & Co., Orange, N.J.

Horse & Wagon Covers
Raymond Bros., London.

Horseshoes and Nails.
Steel Co. of Canada, Hamilton.

Horse Pokes.
J. H. Still Mfg. Co., St. Thomas.

Hotel & Dining Car Supplies
Canadian Rogers Co., Ltd., Toronto.

Hotel Kitchen Equipment.
McClary Mfg. Co., London.

Hose.
Gutta Percha & Rubber Co., Toronto.

Household Cleaners
Soclean, Ltd., Toronto.

House Furnishing Goods
Hoods, Ltd., Birmingham, Eng.

Household Furnishings (Brass)
Chadwick Brass Co., Ltd., Hamilton.

Ice Chippers and Shavers
North Bros. Mfg. Co., Philadelphia.

Ice Cream Freezers.
North Bros. Mfg. Co., Philadelphia.
Wm. Cane & Sons Co., Newmarket.
Tocan Mfg. Co., Ltd., Hamilton.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Importers
The Austrian Import Co., Ltd., Montreal.

Injectors, Automatic.
Jas. Morrison Brass Mfg. Co., Toronto.

Insulator Top Pins, Brackets and Pole Steps
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
Iron and Steel
Jas. Hutton & Co., Montreal.
Iron and Steel Bars.
London Rolling Mills Co., London.
Steel Co. of Canada, Hamilton.
Steffens & Nolle, Ltd., Montreal.
Iron Foundry
National Hdwe. Co., Ltd., Orillia.
Iron Castings (light grey).
National Hdwe. Co., Orillia.
Iron Pipe.
Canadian Tube & Iron Co., Montreal.
Steel Co. of Canada, Hamilton.
Iron and Wire Fencing
Dennis Wire & Iron Co., London.
Iron Work
Canada Wire & Iron Goods Co., Hamilton.
Iron and Steel Bars
The Steel Co. of Can., Hamilton.
Iron Pumps.
Aylmer Pump & Scale Co., Alymer.
McDougall R. Co., Galt.
Iron and Steel Sheets.
M. & L. Samuel, Benjamin & Co., Toronto.
Ironing Boards
The Stratford Mfg. Co., Stratford.
Kalamein Windows and Doors
McFarlane-Douglas Co., Ltd., Ottawa.
Kettle Ears
J. H. Butler, Ltd., Wolverhampton, Eng.
Kitchen Utensils
Welch Tinplate & Stamping Co., Llannelly, Wales.
Knife Cleaner
Wm. Mackay, Glasgow, Scotland.
Knife Polish
John Oakey & Sons, London, Eng.
Knives, Pen and Pocket.
Dorken Bros. & Co., Montreal.
Greeff-Bredt Co., Toronto.
Knives, Draw.
Allan Hills Edge Tool Co., Galt.
Knives
T. Mortimer, Toronto.
Japans.
Dougall Varnish Co., Montreal.
Ladders.
Beatty Bros., Ltd., Fergus.
Stratford Mfg. Co., Stratford.
Ladders, Step
Otterville Mfg. Co., Ltd., Otterville.
Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Lamps, Incandescent.
Ontario Lantern & Lamp Co., Hamilton.
Lamps, Tungsten
The Austrian Import Co., Ltd., Montreal.
Lamps, Acetylene and Electric
Motor Cycle & Bicycle Lamps
Pollock Mfg. Co., Guelph.
Lamps, Acetylene Mine.
Maple City Mfg. Co., Monmouth, Ill.
Lanterns.
Thos. Davidson Mfg. Co., Montreal, Que.
Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Lashes
Hamilton Whip Co., Hamilton.
Lavatories
The Steel Trough & Machine Co. Ltd., Tweed.
Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Lewis Bros., Montreal.
Jas. Smart Mfg. Co., Brockville.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes, St. Catharines.
Lawn Rollers
Erie Iron Works, St. Thomas.
Lawn Seats
Canadian Buffalo Sled Co., Preston.
Lawn Swings
Canadian Buffalo Sled Co., Preston.
Lead Pipe
The Canada Metal Co., Ltd., Toronto.
Leather Goods
Hamilton Whip Co., Hamilton.
Leather, Lace.
Sadler & Haworth, Montreal.
Levels.
Goodell, Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Lighting Fixtures (Electric)
Chadwick Brass Co., Ltd., Hamilton.
Lighting Fixtures.
Chadwick Brass Co., Ltd., Hamilton.
Jas. Morrison Brass Mfg. Co., Toronto.
Linoleums (Plain and Printed).
Dominion Oilcloth Co., Montreal.
Linseed Oils
Sherwin-Williams Co. of Canada, Ltd., Montreal.
Linen
Robt. Bird & Co., Crewkerne, Eng.
Liquid Soaps
Canadian Ruby Chemical Co., Winnipeg.
Locks
Dugmore Lock Co., Walsall, Eng.
Locks, Cabinet and Trunk
Canada Yale & Towne, Ltd., St. Catharines.
Locks, Knobs, Escutcheons, Etc.
Belleville Hdwe. & Lock Co., Belleville.
Hamilton Stove & Heater Co., Ltd., Hamilton.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Lugs for Silo Rods
Otterville Mfg. Co., Otterville.
Lumbering Tools.
Thos. Fink & Co., Pembroke.
Mantels and Grates.
Barton Netting Co., Windsor.
Winnipeg Paint & Glass Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.
Mats.
Meakins & Sons, Hamilton.
Manufacturers' Agents.
Henderson & Richardson, Montreal.
H. F. McIntosh & Co., Toronto.
Smith Hdwe. Co., Ltd., Montreal.
Merchandise Sample Boards
Multiple Display Fixture Co., St. Louis, Mo.
Metals.
Canada Metal Co., Toronto.
Caverhill Learmont & Co., Montreal.
A. C. Leslie & Co., Montreal.
John Lysaght, Bristol, Eng.
Magnolia Metal Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Sheet Metal Products Co., Toronto
Steffens & Nolle, Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.
B. & S. H. Thompson & Co., Montreal.
Metal Ceilings, Walls and Ornament
Metal Shingle & Siding Co., Preston.
Metals, Ingot
The Canada Metal Co., Ltd., Toronto.
Metal Lockers and Shelving
Dennis Wire & Iron Co., London.
Metal Polish, Emery Cloth, Etc.
John Oakey & Sons, London, Eng.
Canadian Ruby Chemical Co., Winnipeg.
Metal Roofing and Siding
McFarlane-Douglas Co., Ltd., Ottawa.
Metal Shingle & Siding Co., Preston.
Metal Shingles, Sidings, Etc.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Metal Store Fronts
Consolidated Plate Glass Co., Toronto
Metal Windows, Ventilators,
Metal Shingle & Siding Co., Ltd., Preston.
Metal Windows, Doors, Ceilings and Walls
Winnipeg Ceiling & Roofing Co., Ltd., Winnipeg.
Meters
T. F. Bermingham, Hamilton.
Mill Supplies.
Caverhill Learmont & Co., Montreal.
Mirrors
Consolidated Plate Glass Co., Toronto
Toronto Plate Glass Importing Co., Toronto.
Mitre Boxes.
Millers Falls Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Motors.
Can. Fairbanks-Morse Co., Montreal.
Motor Boat Wind Shields
Kinzinger Bruce & Co., Ltd., Niagara Falls.
Mop Sticks
Tarbox Bros., Toronto.
Mops, Self Wringing
Tarbox Bros., Toronto.
Mop Wringers.
White Mop Wringer Co., Fultonville.
Motor Cycles
Hobart Bird & Co., Coventry, Eng.
Iver Johnston's Arms & Cycle Works, Fitchburg.
Nails.
Morrisburg Tack Mfg. Co., Morrisburg.
Northern Bolt & Screw Co., Owen Sound.
Parmenter & Bullock Co., Gananoque.
Nail Sets
Buck Bros., Millbury, Mass.
Nails, Wire.
Laidlaw Bale Tie Co., Hamilton.
Parmenter & Bulloch Co., Gananoque.
Maritime Nail Co., St. John, N.B.
Northern Bolt & Screw Co., Owen Sound.
Steel Co. of Canada, Hamilton.
United States Steel Products Co., Montreal.
Neckyokes.
Canadian Handle Mfrs., London.
J. H. Still Mfg. Co., St. Thomas.
Nickel Plated Ware
Hoods', Ltd., Bermingham, Eng.
Night Latches
Can. Yale & Towne, Ltd., St. Catharines.
Nippers
Utica Drop Forge Co., Utica, N.Y.
Oilers.
Thos. Davidson Mfg. Co., Montreal.
Sheet Metal Products Co., Toronto.
E. T. Wright & Co., Hamilton.
Oilcloths, Floor, Table and Enamelled.
Dominion Oilcloth Co., Montreal.
Oil Cans, Jacketed
Fairgrieve Metal & Stamping Co., Toronto.
Ornamental Iron and Bronze
Dennis Wire & Iron Co., London.
Ornamental Iron and Wire.
Canadian Wire & Iron Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London.
Ornamental Window Glass
Pilkington Bros., Ltd., Montreal.
Ovens (Gas)
Fairgrieve Metal & Stamping Co., Toronto.
Overhead Boring Machine
Ford Auger Bit Co., Holyoke, Mass.
Packing.
Gutta Percha & Rubber Mfg. Co., Toronto.
Padlocks
Can. Yale & Towne, Ltd., St. Catharines.
Pails
Wm. Cane & Sons Co., Newmarket.
Paints, Oils, Varnishes.
Berry Bros., Ltd., Walkerville.
Brandram-Henderson, Montreal.
Canadian Oil Companies, Toronto.
Canada Paint Co., Montreal.
Dougall Varnish Co., Montreal.
International Color & Chemical Co. of Ontario, Ltd., Buffalo, N.Y.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Montreal.
Benjamin Moore Co., Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson-Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint & Varnish Co., Windsor
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.
Pail Clasps
J. E. Beauchamp & Co., Montreal.
Painters' Tustles and Scaffolds
ford.
The Stratford Mfg. Co., Ltd., Strat-
Paint and Varnish Remover.
Berry Bros., Walkerville.
Canadian Oil Companies, Ltd., Toronto.
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.
Pastry and Bread Boards
The Schultz Bros. Co., Brantford.
Perforated Metals
Canada Wire & Iron Goods Co., Hamilton.
Perforated Sheet Metals
Canada Wire Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Hamilton.
Picks.
Allan Hills Edge Tool Co., Galt.
Pig Iron.
A. C. Leslie & Co., Montreal.
Steel Co. of Canada, Hamilton.
M. L. Samuel, Benjamin & Co., Toronto.
Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Hamilton.
Pipe Line Supplies, Natural Gas
T. F. Bermingham, Hamilton.
Pipe Conductor
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
Pit Rails and Fasteners.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Pitch
Alex. McArthur & Co., Ltd. Montreal.
Planes, Wood
The Chapin-Stephens Co., Pine Meadow, Conn.
Plane Irons
Buck Bros., Millbury, Mass.
Planes.
Stanley Rule & Level Co., New Britain, Conn.
Plated Ware.
Caverhill Learmont & Co., Montreal.
McGlashan, Clarke Co., Niagara Falls.
Plate Steel, Cold Rolled
The Morris & Bailey Steel Co., Pittsburg, Pa.
Pliers
Dorken Bros., Montreal.
Smith Hdwe. Co., Ltd., Montreal.
Utica Drop Forge Co., Utica, N.Y.
Plows, Grading
Kilbourne & Jacobs Mfg. Co., Columbus, O.
Plumbs and Levels
The Chapin-Stephens Co., Pine Meadow, Conn.
Plumbers' Supplies.
Jas. Morrison Brass Mfg. Co., Toronto.
The Canada Metal Co., Ltd., Toronto.
Pneumatic Water Raising
Moffatt Stove Co., Weston.
Polished Plate Glass
Pilkington Bros., Ltd., Montreal.
Post Hole Augers an dDiggers
Erie Iron Works, St. Thomas.
Post Hole Diggers
Otterville Mfg. Co., Ltd., Otterville.
Poultry Netting.
B. Greening Wire Co., Hamilton.
John Lysaght Ltd., Bristol, Newport and Montreal.
Pruning Shears.
R. Heinisch's Sons Co., Newark, N.J.
J. Wiss & Sons Co., Newark, N.J.
Pumps.
Beatty Bros., Ltd., Fergus.
Canada Foundry Co. Ltd., Toronto.
Dominion Well Supply Co., Cargill.
F. W. Lamplough Co., Montreal.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, O.
Pumps, Force.
Alymer Pump & Scale Co., Alymer.
Dominion Well Supply Co., Cargill.
R. McDougall Co., Galt.
Pumps, Lift.
Aylmer Pump & Scale Co., Aylmer.
Dominion Well Supply Co., Cargill.
Pumps, Power
The Canadian Fairbanks-Morse Co., Montreal.
Pumps, Power, Hand & Windmill
Dominion Well Supply Co., Cargill.
Pumps, Self Measuring
The Steel Trough & Machine Co., Tweed.
Putty.
Brandram-Henderson Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Montreal.
Steel Co. of Canada, Hamilton.
Presses for Sheet Metal Stampings
The Brown Boggs Co., Ltd., Hamilton
Racks, Display
Multiplex Display Fixture Co,. St. Louis, Mo.
Railway Supplies
James Hutton & Co., Montreal.
R. R. Angle Bars.
Steel Co. of Canada, Ltd., Hamilton.
R. R. Axles.
Steel Co. of Canada, Ltd., Hamilton.
Rakes, Wood, Hay.
J. H. Still Mfg. Co., St. Thomas.
Ranges and Heaters (Gas)
D. Moore Co., Hamilton.
Ranges, see Stoves.
Razors.
Dorken Bros. & Co., Montreal.
Greef-Bredt, Toronto.
F. W. Lamplough & Co., Montreal.
Hupfeld, Ludecking, Montreal.
J. Wiss & Sons, Newark, N.J.
T. Mortimer, Toronto.
Razor Blades
Kampfe Bros., New York.
Schramberger Uhrfedernfabrick, Schramberg, Germany.
Razor Blades, Safety.
Gillette Safety Razor Co., Montreal.
ilton.
Razors, Safety.
Gillette Safety Razor Co., Montreal.
Greeff Bredt & Co., Toronto.
Kampfe Bros., New York.
Smith Hdwe. Co., Ltd., Montreal.
Razor Strops, Carborundum
The Carborundum Co., Niagara Falls, N.Y.
Red Lead Paste
International Color & Chemical Co. of Ontario, Ltd., Buffalo.
Refrigerators, all Steel
Lewis Bros., Montreal.
Regulators
T. F. Bermingham, Hamilton.
Registers.
Canadian Heating & Ventilating Co., Owen Sound.
Clare Bros. & Co., Preston.
Hamilton Stove & Heater Co., Hamilton.
James Stewart Mfg. Co., Ltd., Woodstock.
Rifles
Ross Rifle Co., Quebec, Que.
Rifles, Repeating & Single Shot
Whites, Ltd., Collingwood.
Winchester Repeating Arms Co., New Haven, Conn.
Rivets.
Northern Bolt & Screw Co., Owen Sound.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Hamilton.
Rivets, Bifurcated & Tubular
The Parmenter & Bulloch Co., Gananoque.
Rivets, Shoe
Morrisburg Tack Mfg. Co., Ltd., Morrisburg.
Rocking Horses
The Schultz Bros. Co., Ltd., Brantford.
Roofing.
H. S. Howland & Co., Toronto.
Lewis Bros., Montreal.
Alex. McArthur & Co., Montreal.
Roofing Supplies.
Barber Asphalt Co., Philadelphia.
Alex. McArthur & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.
Rubber Goods.
Gutta Percha & Rubber Mfg. Co., Toronto.

Rules
Stanley Rule & Level Co., New Britain, Conn.
Rules, Boxwood and Ivory
The Chapin-Stevens Co., Pine Meadow, Conn.
Rules, Steel and Wood.
Lufkin Rule Co., Windsor.
Stanley Rule & Level Co., New Britain, Conn.
Sanitary Chemical Closets
Parker-Whyte, Ltd., Winnipeg.
Sanitary Closets
Parker-Whyte, Ltd., Winnipeg.
Safety Shaving Outfits.
Dorken Bros. & Co., Montreal.
Gillette Safety Razor Co., Montreal.
Kampfe Bros., New York.
Sand & Gravel Screens
Canada Wire & Iron Goods Co., Hamilton.
Sand Paper
John Oakey & Sons, London, Eng.
Sash Cord
Hamilton Cotton Co., Hamilton.
Saws.
E. C. Atkins & Co., Indianapolis, Ind.
Shurly-Deitrich Co., Galt.
Spear & Jackson, Sheffield, Eng.
Saws, Band
Shurly-Deitrich Co., Ltd., Galt.
Saws, Circular Mill
Shurly-Deitrich Co., Ltd., Galt.
Saw Fitting Tools
E. C. Atkins & Co., Indianapolis, Ind.
Saws, Hand, Rip and Panel
Shurly-Deitrich Co., Ltd., Galt.
Saws (Hand, Hack, Crosscut, Butcher).
E. C. Atkins & Co., Hamilton.
Shurly-Deitrich Co., Ltd., Galt.
Saw Sets.
Chas. Morrill, New York.
Scales.
Aylmer Pump & Scale Co., Aylmer.
Scales, Machinists
Lufkin Rule Co. of Canada, Ltd., Windsor.
Scales Platform.
Aylmer Pump & Scale Co., Aylmer.
Shelf Brackets, Metal Clasp
Atlas Mfg. Co., New Haven, Conn.
Shellac
Berry Bros., Walkerville.
Scrapers, Drag and Wheel
Kilbourne & Jacobs Mfg. Co., Columbus, O.
Meaford Wheelbarrow Co., Meaford.
Scrapers, Road
Meaford Wheelbarrow Co., Meaford.
Screens (Sand and Gravel)
Canada Wire & Iron Mfg. Co., Hamilton.
Screens, Nuts, Bolts
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Hamilton.
Screws, Hand
The Capin-Stephens Co., Pine Meadow, Conn.
Screws, Machine
Steel Co. of Canada, Hamilton.
Screws, Wood
Steel Co. of Canada, Hamilton.
Northern Bolt & Screw Co., Owen Sound.
Screw Drivers
Northern Bolt & Screw Co., Owen Sound.
Screw Drivers, Automatic & Plain
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Screw Driver Bits
Buck Bros., Millbury, Mass.
Ford Auger Bit Co., Holyoke, Mass.
Screw Drivers, Plain & Spiral
North Bros. Mfg. Co., Philadelphia, Pa.
Scythe Stones, Carborundum
Carborundum Co., Niagara Falls, N.Y.
Shafting (Bright Pressed Polished)
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Sharpening Stones, Carborundum
Carborundum Co., Niagara Falls, N.Y.
Shears, Scissors
Dorken Bros. & Co., Montreal.
Greef Bredt Co., Toronto.
R. Heinisch's Sons, Newark, N.J.
F. W. Lamplough & Co., Montreal.
T. Mortimer, Toronto.
J. Wiss & Sons, Newark, N.J.
Shears, Tailors'
R. Heinisch's Sons Co., Newark, N.J.
Sheet Metal Working Machines
Steel Bending Brake Works, Ltd., Chatham.
Sheet Steel
Deforest Sheet & Tinplate Co., Niles, O.
B. & S. H. Thompson & Co., Montreal
Sheet Steel, Cold Rolled
The Morris & Bailey Steel Co., Pittsburg, Pa.
Skates
Dorken Bros. & Co., Montreal.
Sheets, Black
M. & L. Samuel Benjamin & Co., Toronto.
Shotguns, Repeating
Winchester Repeating Arms Co., New Haven, Conn.
Shotgun Shells, Loaded
Winchester Repeating Arms Co., New Haven, Conn.
Shot Shell
Dominion Cartridge Co., Montreal.
Shuttles
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
Sifters, Cinder
Fairgrieve Metal & Stamping Co., Toronto.
Silkstone Flatwall Colors
G. F. Stephens & Co., Ltd., Winnipeg, Man.
Silver, Nickel and Nevada
McGlashan-Clarke Co., Ltd., Niagara Falls.
Silverware
Canadian Rogers Co., Ltd., Toronto.
McGlashan-Clarke Co., Niagara Falls.
Oneida Community, Ltd., Oneida, N.Y.
Standard Silver Co., Ltd., Toronto.
Skylight
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
Sleds, Children's
Canadian Buffalo Sled Co., Preston.
Snips
Smith Hdwe. Co., Ltd., Montreal.
Snow Shovels
Canadian Buffalo Sled Co., Preston.
Solders
Canada Metal Co., Ltd., Toronto.
Alonzo W. Spooner, Ltd., Port Hope.
Soldering Flux
Auto Controller Co., Bermondsey, Eng.
Can. Ruby Chemical Co., Winnipeg.
Special Machinery
Brown Boggs Co., Ltd., Hamilton.
Spikes, Railway, Ship or Pressed.
Steel Co. of Canada, Hamilton.
Spools and Bobbins
Lachutte Shuttle Co., Ltd., Lachute Mills, Que.
Spoons, Stamped, Tinned
Atlas Mfg. Co., New Haven, Conn.
Sporting Goods.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Montreal.
Simmons Hdwe. Co., St. Louis, Mo.
White's, Ltd., Collingwood.
Sporting Rifles
Ross Rifle Co., Quebec, Que.
Sprayers
Canadian Fairbanks-Morse Co., Montreal.
Springs
B. Greening Wire Co., Hamilton.
Stains
Canada Paint Co., Ltd., Montreal.
R. J. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd. Winnipeg.
Stains, Shingle
Canadian Oil Companies, Ltd. Toronto
Martin-Senour Co., Ltd., Montreal.
Stains, Wood
Berry Bros., Walkerville.
Canadian Oil Companies, Ltd. Toronto
Martin-Senour Co., Ltd., Montreal.
Standard Paint & Varnish Co., Windsor.
Stampings, Sheet and Metal
National Hdwe. Co., Orillia.
Stamping Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.
Staples
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
B. Greening Wire Co., Hamilton.
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Alexander Gibb, Montreal.
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Steel, Cold Rolled Strip.
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London Rolling Mils Co., London.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Steel Scrapers
Erie Iron Works, St. Thomas.
Steel Tanks
The Steel Trough & Machine Co., Ltd., Toronto.
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Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U. S. Steel Products Co., Montreal.
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E. T. Wright & Co., Hamilton.
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F. E. Myers & Bro., Ashland, Ohio.
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Bowes, Jamieson Co., Hamilton.
Canadian Heating and Ventilating Co., Owen Sound.
Clare Bros., Preston.
Thos. Davidson Mfg. Co., Montreal.
Galt Stove & Furnace Co., Galt.
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Gurney Foundry Co., Toronto.
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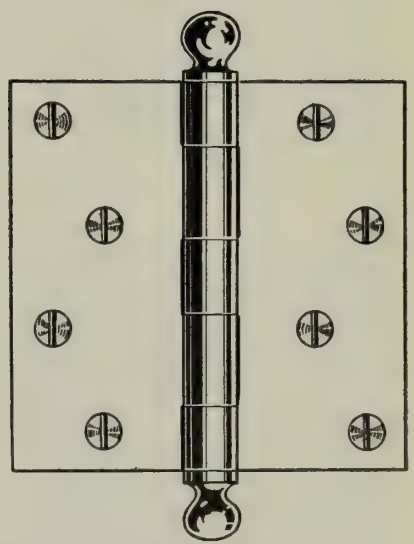

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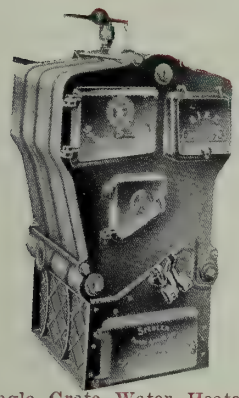

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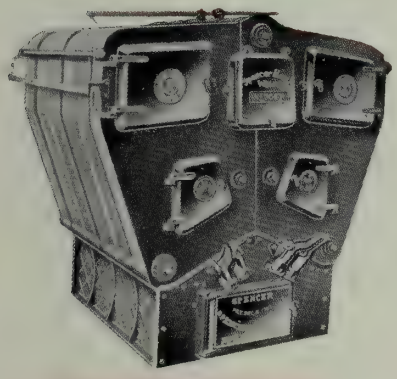
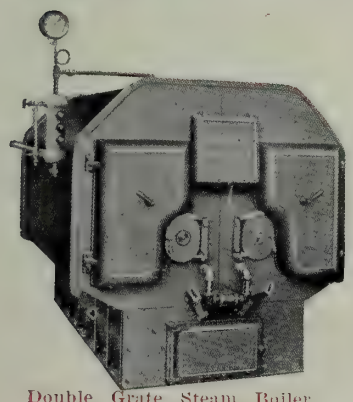


Double Grate Water Heater.



Double Grate Steam Boiler.

The self-feeding action of the Spencer operates even more successfully than does that of the Self-feeding Base Burning Stove.

One filling of the Spencer magazine will operate the boiler from 18 to 24 hours in coldest weather.

The Arch Grates of the Spencer effects thin body of fuel, which causes perfect combustion of gases and enables the use of the small sizes of either hard or soft coal, which cost from $3.00 to $4.00 per ton less than the larger sizes anywhere in Canada.

The Grates of Spencer require slight shaking every 12 hours.

Because of these exclusive features the Spencer burns fewer tons of coal in season, and keeps a building at more even temperature—with one-quarter attention demanded by other boilers.

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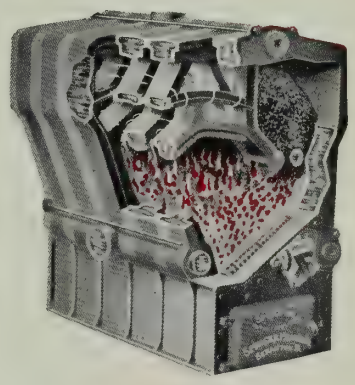

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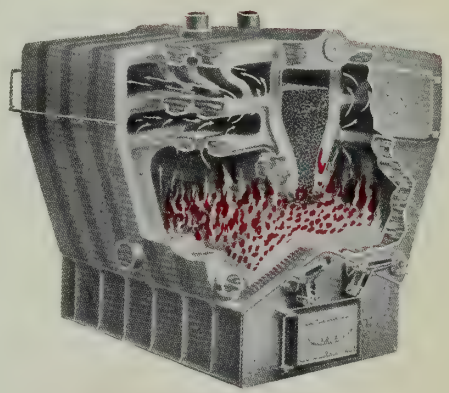

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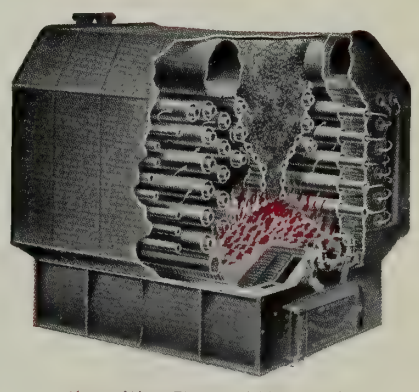

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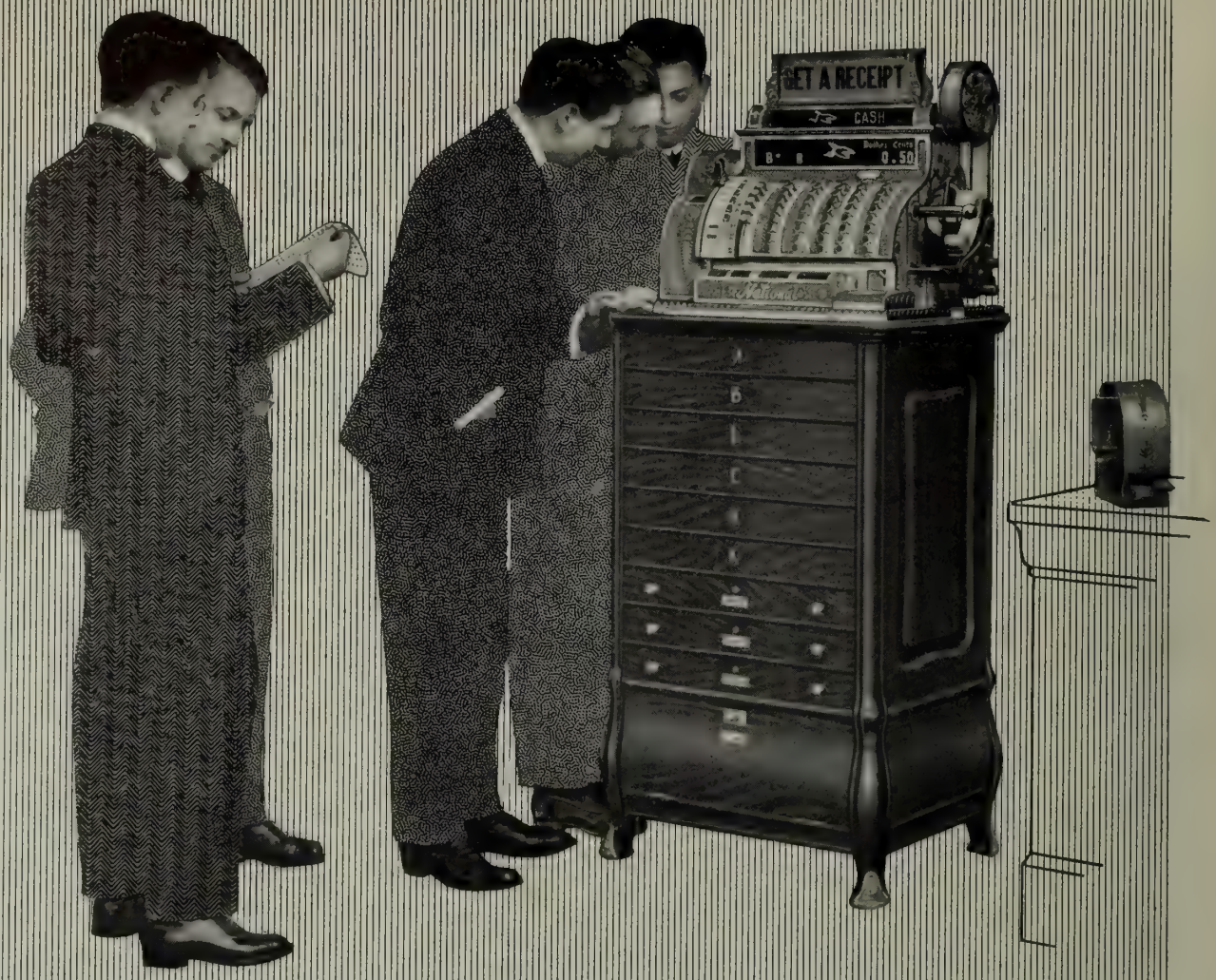


Who Has the Best Day's Record

When assistants become interested in knowing who has sold the most goods, you have furnished the best incentive for increased sales.

In addition to safeguarding every transaction, the National Cash Register gives a complete record of the work of each assistant. He knows that he positively receives credit for all the work he does.

This encourages industry, honesty and carefulness, and cultivates a friendly rivalry to sell more goods and increase your trade.

Investigate what a National Cash Register built for your size of store will do.

The National Cash Register Company

285 Yonge Street, Toronto

CANADIAN FACTORY: TORONTO, CANADA

HARDWARE AND METAL

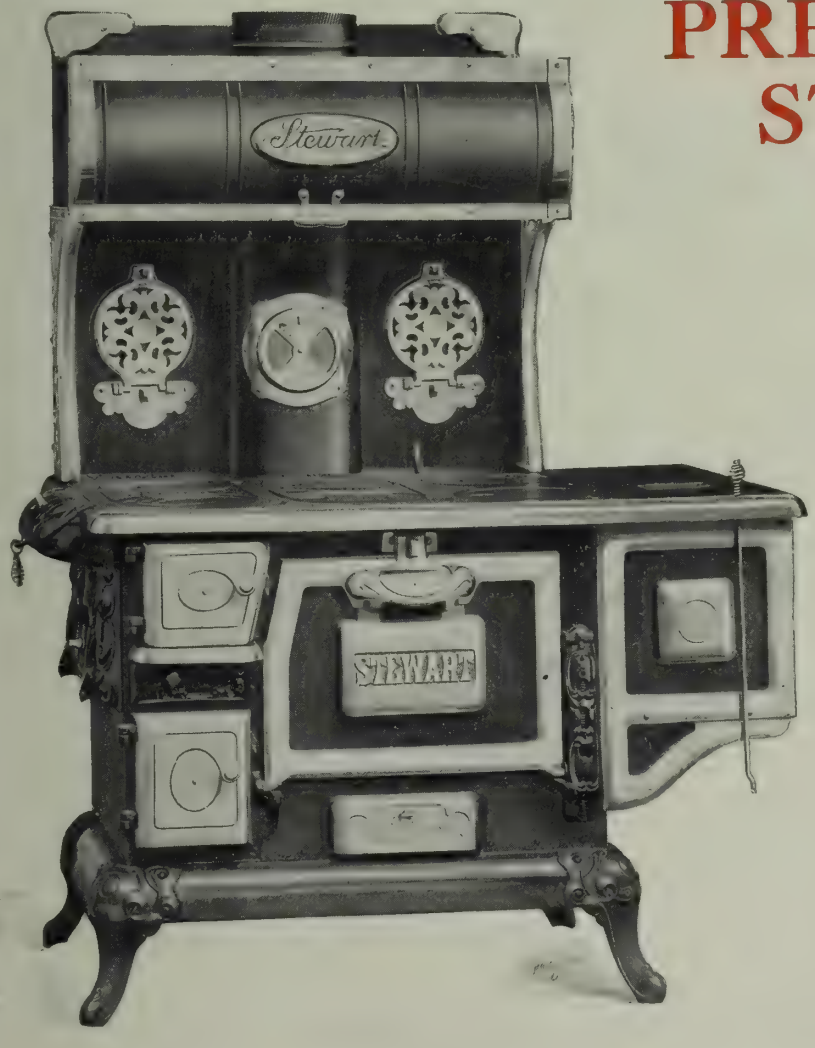
CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV. Publication Office: Toronto, Canada No. 35

August 30, 1913



PREMIUM STEWART STEEL RANGE

Backed by over **Seventy years** of successful stove building.

Embodies all that is new and up-to-date in Range construction.

Latest style **Duplex Grates.** Pouch Feed. Oven Heavy Steel, Double Braced. **Flues** carefully lined with Asbestos. High leg **Base,** full Nickel Plated. Body and High Closet first quality Wellsville Polished Steel. Detachable Nickel Trimmings.

MAXIMUM in QUALITY **MINIMUM in PRICE**

The J. H. Ashdown Hardware Co., Ltd.

Sole Distributors DIAMOND A BRAND ASHDOWN'S GUARANTEE Goods

Fuller-Warren Stewart Ranges and Heaters
Majestic Malleable Ranges
Cole's Hot Blast Heaters

Calgary, Alta.

Winnipeg, Man.

Saskatoon, Sask.

Your Customers are Reading This and Similar Advertisements

The Ever-Present Gillette

Wherever you see men buying razors, in drug, jewelry or hardware stores—wherever you see men shaving, in club or Pullman or home—there you will inevitably find the Gillette Safety Razor purchased and used.

It has won the approval, almost the affection, of busy men whose time it saves—of thrifty men whose cash it saves—of particular men who value a clean, smooth face—of average men who never could shave comfortably with any other razor.

That's why over six million men use the Gillette, and why you can buy Gillette Safety Razors and Blades at practically every good Hardware, Jewelry and Drug Store in this town.

Standard Gillette Sets cost $5.00—Pocket Editions $5.00 to $6.00—Combination Sets $6.50 up. 6 double-edged blades, 50c.—12 Blades (24 shaving edges), in nickel-plated box, $1.00.

GILLETTE SAFETY RAZOR CO. OF CANADA, LIMITED.
Office and Factory—The New Gillette Building, Montreal. 485

They are being convinced that the purchase of a Gillette Safety Razor will mean quicker, more comfortable shaving. They are making up their minds to buy. They are figuring on getting a Gillette at the nearest good store—perhaps your own.

Are you taking vigorous steps to co-operate with this advertising, and to make your store stand out from the other good ones as "Gillette Headquarters"? Call on us for any help you need.

Gillette Safety Razor Co. of Canada, Limited

Office and Factory—The New Gillette Building, Montreal

490

Belleville Design

Made in

Wrought Brass Bronze and Steel

in complete sets

The Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, CAN.

The Quicker Yet Power Washer

RUNS EASY
SELLS EASY

Write us or our Western Representatives about this machine

To Be Run With Gasoline Engine

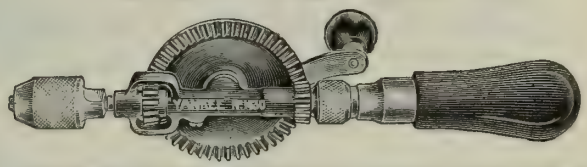
GLOBE MFG. CO., Perry, Iowa

WESTERN REPRESENTATIVES:
MERRICK-ANDERSON CO., Winnipeg, Man., Canada
McLENNAN, McFEELY & CO., Limited, Wholesale Distributors, Vancouver, B.C.

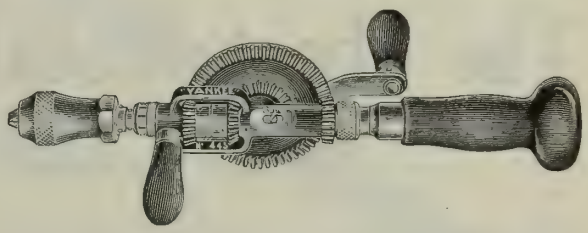
These New "YANKEES"

are built on the same lines as our 555 and others, but without the Double Ratchet, giving you a high-class "Yankee" Tool built for hard work and durability, at a lower price. All except the 1430 are equipped with two speeds, changeable instantly without removing Drill from the work. They are furnished with Breast Plate or Ball Handle and with two or three jaw chuck. Your "Yankee" line is incomplete without two or three of these styles.

"YANKEE" Plain Hand Drill

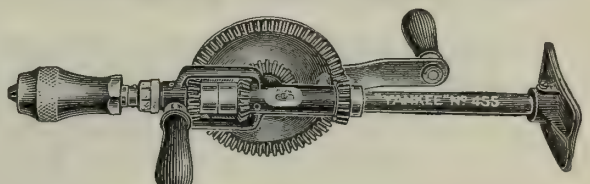


No. 1430. One Speed, Three Jaw Chuck, to hold round shank Drills up to 3-16 in. Large Gear 3⅛ in. diameter. Detachable wood handle, with magazine for Drill Points. Entire length 10½ in. Net weight 1¼ lbs.



No. 445. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, holds square shank Drills up to ½ in. Large Gear 4 in. in diameter. Detachable wood handle, with magazine for Drill Points. Entire length 15¾ in. Net weight 3½ lbs.

"YANKEE" Plain Breast Drill



No. 455. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, hold square shank drills up to ½ in. Large Gear 5 in. diameter. Entire length 17¼ in. Net weight 5½ lbs.

Your Jobber Will Supply You.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

How the Hardware Man Can Make Money Selling Farm Engines

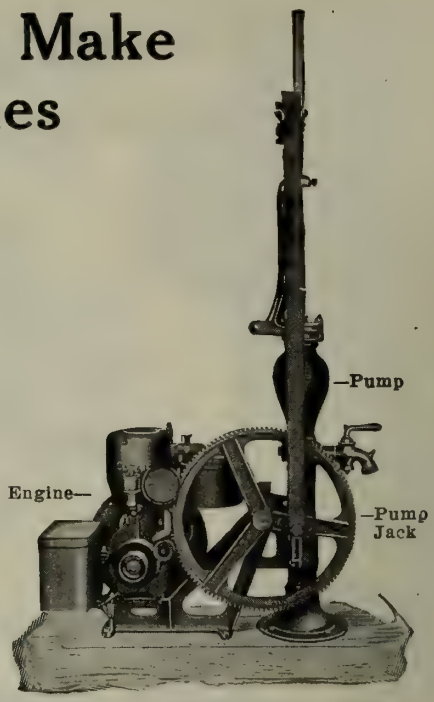
Every farmer is a prospect for a farm engine. Thousands of engines are being sold annually throughout Canada. The agricultural papers are full of farm engine advertising and long articles on the many uses and economy of the farm engine. Farmers read these papers very closely and are buying engines as rapidly as they can afford to. Farmers must come to the hardware dealer for supplies, and while there will look at a farm engine if you have one in stock.

You can add to your profits by securing the agency for a reliable farm engine.

FAIRBANKS-MORSE FARM ENGINES

Have an international reputation for reliability and long service. Farmers like them and speak well of them. Fairbanks-Morse engines are made in Canada, and are backed by a strong organization. We relieve you of all responsibility. Our engines are made in all the common sizes for farm use. By representing us you can supply any size or type of engine the farmer may need. The Eclipse engine shown here is in universal use and would be a safe engine to carry in stock as there would never be a chance of your having it left on your hands. It is easy to sell. We are selling them all the time direct to farmers.

Write us in regard to handling our farm engines.



The Canadian Fairbanks-Morse Company, Limited

444 St. James Street - Montreal

ST. JOHN QUEBEC OTTAWA TORONTO WINNIPEG
SASKATOON CALGARY VANCOUVER

The Sheet Metal Products Company of Canada, Limited

Extend a cordial invitation to all their friends and customers attending the Canadian National Exhibition to call at their office and sample rooms, corner of Gerrard and River Streets.

N.B.—Parliament Street cars from the Depot, or from *corner of Queen and Yonge, bring you to the door.*

THE SHEET METAL PRODUCTS CO.

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SUCCESSORS TO

Kemp Manufacturing Co.

Montreal TORONTO Winnipeg

BLACK DIAMOND

AXES AND SAWS

Have fairly earned the splendid popularity attained among woodmen in Canada.

They possess all the requirements exacted of the highest grade tools of this class—toughness, temper, balance, working ease and long wear—and in addition, are finished in a most attractive manner.

A FINE LINE FOR THE MERCHANT TO STOCK

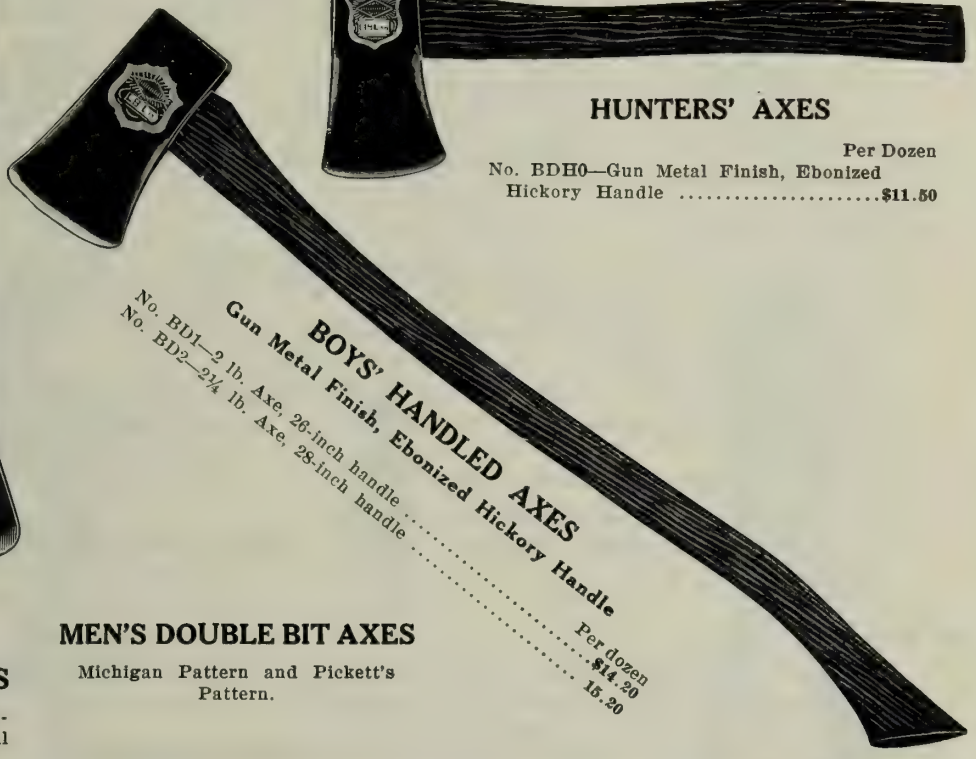
They Show a Good Profit

STRICTLY GUARANTEED—REPLACED FREE OF CHARGE IF FOUND DEFECTIVE

Michigan Pattern,

MEN'S SINGLE BIT AXES

Michigan Pattern, Tourville Pattern, Half Wedge Pattern, Full Wedge Pattern.



BOYS' HANDLED AXES

Gun Metal Finish, Ebonized Hickory Handle

No. BD1—2 lb. Axe, 26-inch handle ..... Per dozen $14.20
No. BD2—2¼ lb. Axe, 28-inch handle 15.20

MEN'S DOUBLE BIT AXES

Michigan Pattern and Pickett's Pattern.

HUNTERS' AXES

Per Dozen

No. BDH0—Gun Metal Finish, Ebonized Hickory Handle $11.50

BLACK DIAMOND CROSSCUT SAWS

Perforated Lance Tooth

Broad Saws 4½ to 6 ft. Narrow Saws 4½ to 5½ ft. One Man's Saws 4 and 4½ ft.

We can make it to your interest to handle the Black Diamond Line—Write us.

LEWIS BROS. LIMITED, MONTREAL

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THE NEW METAL WORKER PATTERN BOOK.

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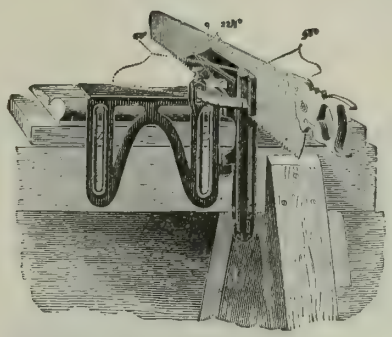
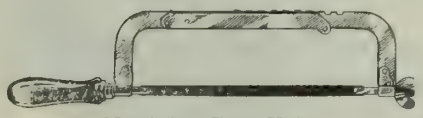


Genuine Red Devil Mitre Box.
Seavey Patent.



No. 092. Good Value.

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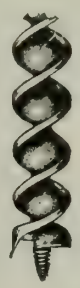
The Standard Glass Cutter of the world.



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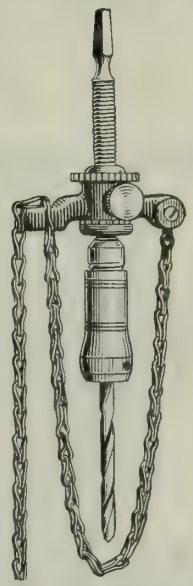
A Quick Boring Electrician's Bit.



No. 2012. A good selling Chain Drill.

We have a plier for every purpose.

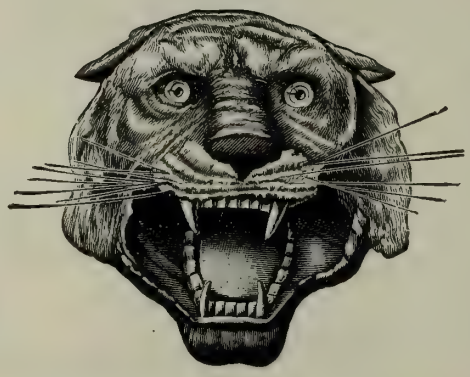
Goods bearing this seal carry a guarantee of

TRADE S.&H.CO. Red Devil N.Y. U.S.A. MARK

satisfaction or your money back.

Smith Hardware Co., Ltd.
MONTREAL

THE
STEEL COMPANY OF CANADA
LIMITED

Tiger  White
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100% PURE

Over forty years on the market and endorsed by the Leading Painters.

Stock Tiger Lead and Increase Sales

DISTRICT SALES OFFICES:

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Highest Quality

Axes, Chisels, Hammers, Draw Knives, Adzes, Edge Tools, Etc.

OUR GUARANTEE

We guarantee to replace free of charge any tools that prove defective in materials or workmanship.

Write For Catalog

Allan Hills Edge Tool Co.

LIMITED

GALT, ONTARIO, CANADA

SIMPLICITY
STRENGTH
SALABILITY

These are only three of the strong points of the Hatch Trolley Hanger. The man who uses the Hatch Trolley Hanger swears by them—not at them. The action is smooth and noiseless, the price is very low, and the Hatch Trolley Hanger is the easiest to put up, on the market.

Canada Steel Goods Co., Limited
Hamilton, Ontario

Makers of the reliable Crescent Brand BUTTS and HINGES

Do You Want The Best Cutlery Trade In Your Town?

Then stock and sell only H. Boker & Co.'s "Tree" Brand Knives, Razors, Shears, Scissors, Carvers, etc., etc. None genuine without the "Tree" stamped on each piece.

They are carefully inspected before leaving the factory and are guaranteed to give satisfaction, and to be the highest quality it is possble to produce.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

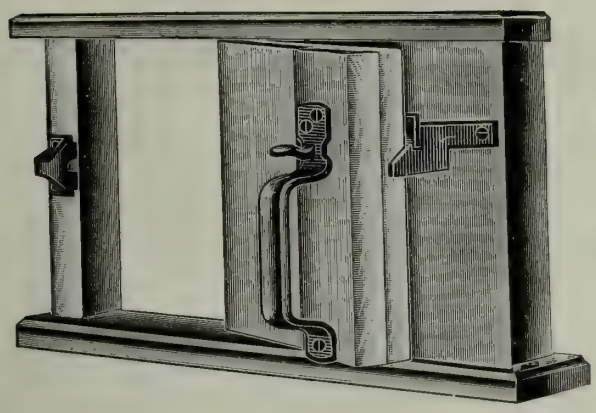
SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than $100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.



Door Open

Our Idea of Perfection

No. 29 All-Steel Latch for Barn Doors

This is the one perfect barn door latch for swinging doors. Besides its superiority in construction and materials, which, as a member of the "National" Line, is understood, the No. 29 All-Steel Latch eliminates a serious evil common to other barn door latches.

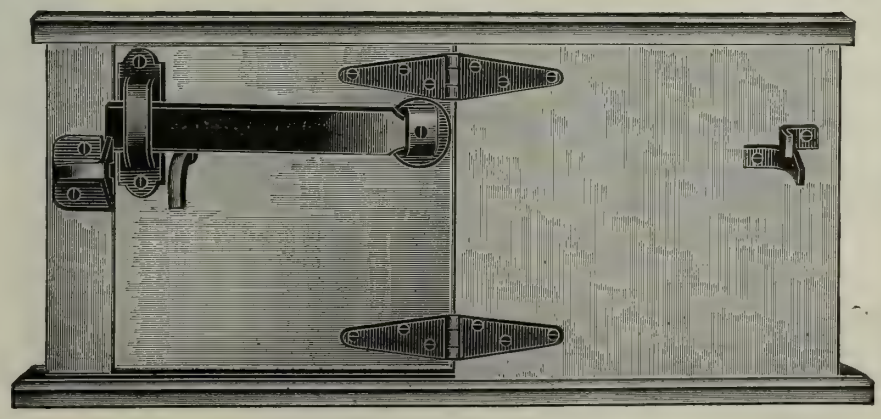
When a horse passes through a door on which one of these latches is placed, the dangling harness cannot catch, because there is but a ⅜-inch projection of the bar, and because the strike is protected with a guard.

Each latch is supplied with a catch to hold the door open. The whole heavily japanned, packed one dozen in a box with screws. Six dozen in a case.

Order a case now—or get our catalog first.

NATIONAL MFG. CO.

STERLING **ILLINOIS**



Door Closed

CASCO RUBBER ROOFING

Bears the "Certain-teed" Label of Quality

As this label is advertised throughtout the continent as the mark of quality.

Nearly Every Prospective Roofing Buyer is Looking for It.

The roofing trade will quickly come your way because we supply you with bill board posters with your name on—street car cards—slides for moving picture shows, indoor and outdoor signs and other selling helps that tell the public that you handle this high grade, dependable roofing.

Write us to-day for our 32-page book of *Certain-teed* Selling Helps and advertising ideas.

We carry Casco Roofing in large quantities and can ship immediately.

FRONT BACK

The Canadian Supply & Contracting Company, Limited

Formerly CANADIAN SUPPLY CO. TORONTO, ONTARIO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholsale and Retail Hardware Merchants.

MADE IN CANADA

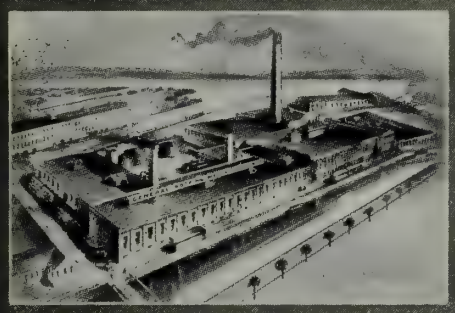
The Thos. Pink Co., Limited

Manufacturers of LUMBER TOOLS

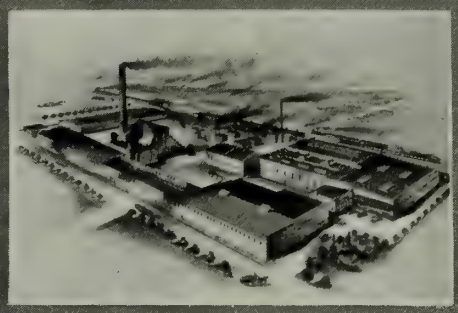
PEMBROKE - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

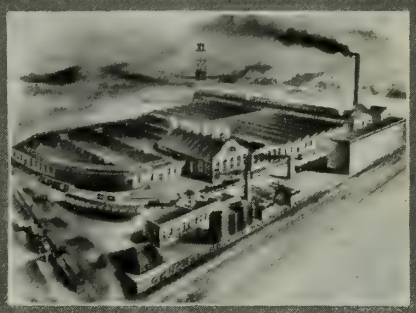
Sell your trade *Certain-teed* ready-to-lay Roofing— the kind that's guaranteed 15 years



MILL Nº 2 MARSEILLES, ILL.



MILL Nº 1 EAST ST. LOUIS, ILL.



MILL Nº 3 YORK, PA.

These three mills broke the world's record last year, manufacturing thousands upon thousands of miles of modern easy-to-lay

Certain-teed Roofing

(Quality *Cert*-ified — Durability Guaran-*teed*)

Guaranteed 15 years—lasts longer

Rolls and Shingles

Demand constantly increasing

The "General's" three enormous mills, the largest roofing and building paper mills in the world, are running day and night to keep up with the ever-increasing demand for ***Certain-teed*** Roofing.

General Roofing
The World's Largest Manufacturer of Roofings and Building Papers

There is a simple method of applying ***Certain-teed*** Roofing artistically on any kind of a building. It comes in slate gray *shingles* for bungalows, residences, cottages and garages—in *rolls* for general use, and when laid according to the ***Certain-teed*** Specifications is rapidly replacing the old style tar and gravel roofs on large, flat surfaces.

For your own protection see that the ***Certain-teed*** Quality Label is on every roll and crate of shingles you buy.

Big sales opportunity for Canadian dealers

Certain-teed Roofing is extensively advertised in Canadian publications, the price is *low* and the quality *high*. You can make *quick* sales and a nice fair profit.

The ***Certain-teed*** Selling Helps, including Free Display Signs, will be worth a lot to you.

In addition, the manufacturer of ***Certain-teed*** Roofing will furnish FREE to each dealer who handles ***Certain-teed*** Roofing a desk copy of the new advertised book, **"Modern Building Ideas and Plans"**—a book that is specially valuable to building material dealers.

Send your nearest Canadian jobber an order for ten to fifty squares—your success is assured from the very first day.

Get *right* on Roofing—this is your opportunity to build up a profitable business.

The season is here—*now* is the time to stock with ***Certain-teed*** Roofing. Send your jobber an order immediately

The General Roofing Manufacturing Co.

Winnipeg, Canada

New York **Kansas City** **Chicago** **E. St. Louis, Ill.** **York, Pa.** **Marseilles, Ill.** **Memphis, Tenn.**
Minneapolis **San Francisco** **London, England** **Hamburg, Germany**

ELEY

CARTRIDGES

ALWAYS RELIABLE

LETHAL BULLETS

for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.

Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited,

North Transcona, Man.

Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley 5/8-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kind of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK

TRADE H&R ARMS CO. MARK

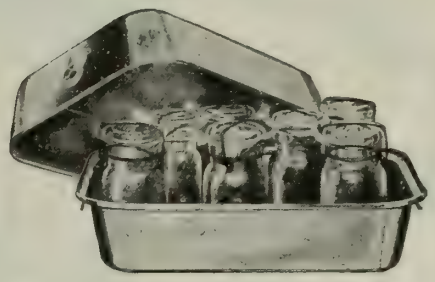
Specifications, **12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.**

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co., **715 Park Avenue, Worcester, Mass.**

"Wear-Ever" Aluminum Roaster



The Every Day—Year Around Uses of the

"Wear-Ever" Aluminum Roaster

are many, whereas most Roasters are used only once or twice a year.

Last year thousands of Aluminum Roasters were sold by **" Wear-Ever "** dealers—helped by advertising in Women's magazines.

This year the **" Wear-Ever "** Double Roaster will be featured again in November magazines which appear about October 20th—The Ladies' Home Journal, Good Housekeeping Magazine, and The Delineator.

Make the most of the consumer demand for this **all-year-around** utensil.

Write for Roaster sales helps—sent free to all **" Wear-Ever "** dealers.

No. A511, Newspaper Electrotype of Magazine Advertisement.

No. 1230, "The Thanksgiving Turkey and Other Good Things," a Folder, 3 colors, 6¼x3½ inches, imprinted with your name.

No. 1235, Store Card or Street Car Card, 11x21 inches.

No. C325, Newspaper Electrotype of Double Roaster.

No. A69, Newspaper Electrotype, Turkey in Roaster.

No. A70, Newspaper Electrotype, Steaming Fruit in Roaster.

No. 1067, "Wear-Ever" Ad Book.

No. 979, "Wear-Ever" Demonstration Book.

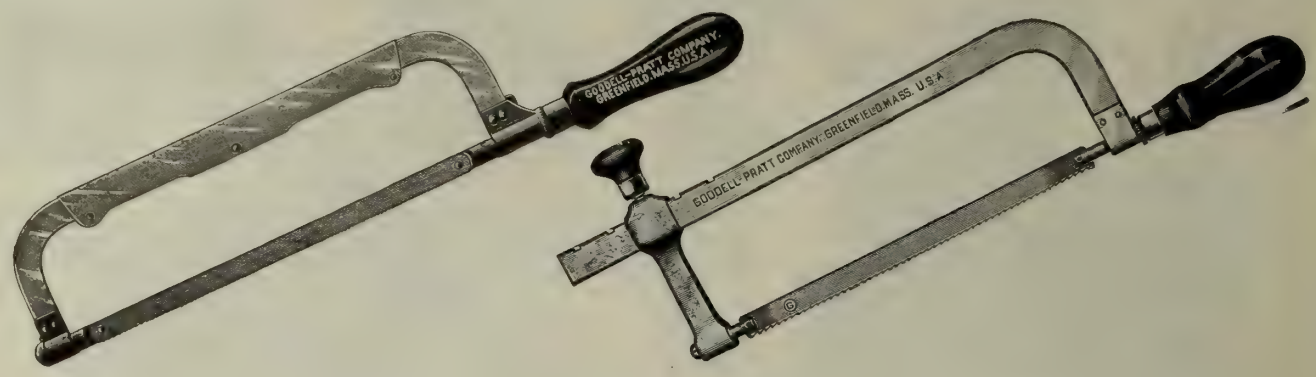
WEAR-EVER N.A. ALUMINUM LTD. TRADE MARK

Northern Aluminum Company, Limited

STERLING ROAD

TORONTO, ONTARIO

Dept. 29



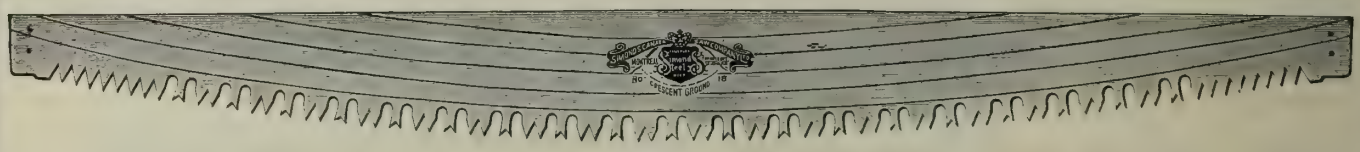
Hack Saw Frames

We are now offering to the trade a very complete line of various kinds of Hack Saw Frames. Adjustable, Heavy Adjustable, Solid, Cast Iron, some with great depth of throat, others double handled.

But in them all is deeply imbedded "Goodell-Pratt Quality" which means your customers will receive great value for their money.

Goodell-Pratt Company

Greenfield, *Toolsmiths* **Mass., U. S. A.**



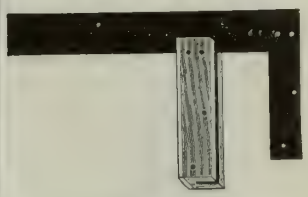
SIMONDS

Crescent Ground Cross-Cut Saws

This is the successful saw—the saw that stays sold and the saw that we cover by our broadest guarantee. It costs a little more, but it brings you a bigger profit and a better satisfied customer. Insist on your Jobber supplying you with all the Simonds Crescent Ground Cross-Cut Saws you require.

Simonds Canada Saw Company, Limited

Montreal **Vancouver** **St. John**



SHOWING DETAIL

No. 15 TRY SQUARE

This is the Only Try Square Made With a Solid L-Shaped Piece of Steel

thus assuring a durability not obtainable where the stock is merely riveted on at one end. The short arm of the steel blade extends through the slotted Rosewood stock and is finished flush with the back. Secured firmly in place with heavy brass rivets, the stock is practically a part of the blade, giving perfect rigidity and making it impossible to get out of true.

This Try Square is a worthy example of all

DISSTON

SAWS TOOLS FILES

Quality Guaranteed

which for appearance, efficiency, durability and general handiness have never been equalled.

The Disston products are attractive to the dealer because they are business builders. Their well known reputation and the long established demand for them makes the line an easy seller. Bear in mind that a **Satisfied** customer becomes a **permanent** customer, and make your stock of Disston saws, tools and files complete.

Reg. U.S. Pat. Off.

HENRY DISSTON & SONS

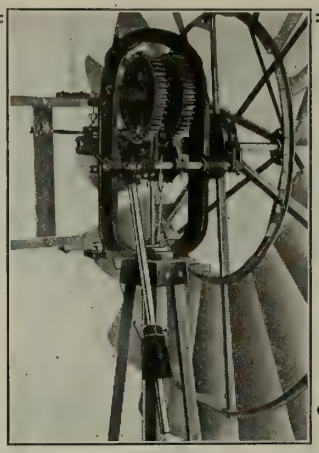
Incorporated

Keystone Saw, Tool, Steel and File Works

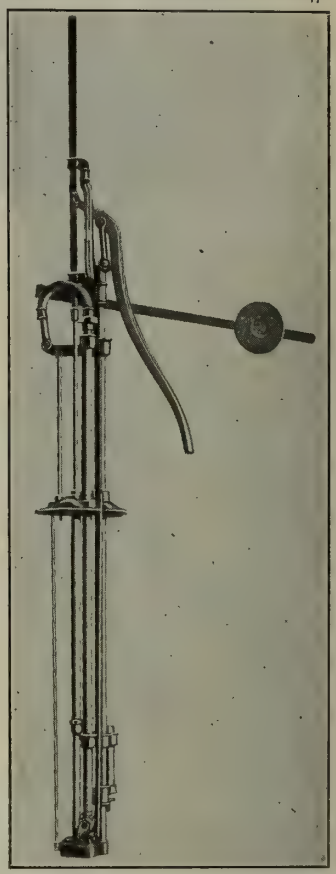
PHILADELPHIA, PA.

HENRY DISSTON & SONS PHILADA. U.S.A. PAT. APR. 27. 09.

Assurance of Satisfaction



Good Margin For Profit



Our Windmills and Pumps

are manufactured in a plant equipped with machinery for high quality production. We rely on every windmill or pump which we place on the market not only to sell itself, but to bring us more business by giving a highly satisfactory service.

Our agency proposition will net you a big profit. Write for it to-day.

Catalog on request.

Dominion Well Supply Co., Ltd.
Cargill, Ontario

WHY NOT CARRY

NICHOLSON-MADE FILES?

The service of a file depends on delicately adjusted conditions. The slightest change in a "run" of ordinary steel can greatly reduce the efficiency of a file made from that steel.

When you carry "Nicholson-made" Files or Rasps, you benefit by the buying power of an organization whose customers consume over 1,000,000 files a week. This production allows the use of a private steel, of special formula for file use, in the case of "Nicholson-made" Files.

Each file you sell on your shelves is made from this private steel of unchanging quality—if the File is "Nicholson-made" in one of the following brands:

AMERICAN ARCADE
GLOBE GREAT WESTERN
KEARNEY & FOOT

and you **know** in advance that the particular single file you sell a customer will "make good."

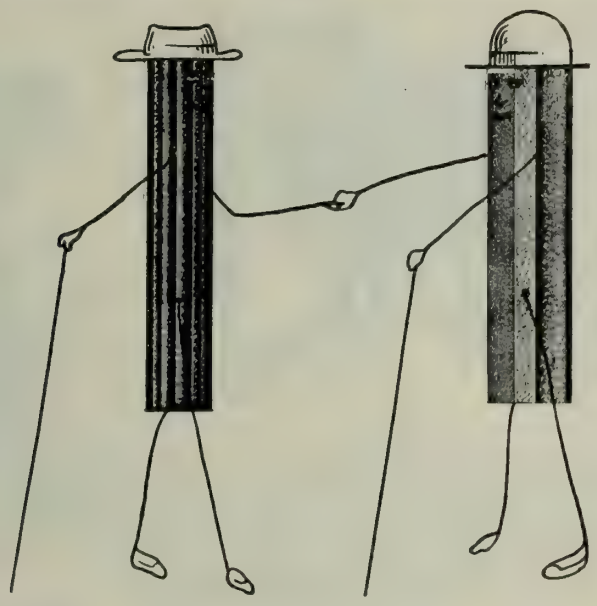
But to make assurance doubly sure and certain, each "Nicholson-made" File (or Rasp) is subject to 10 separate inspections during making, is cut on private machines, heat-treated and hardened by private processes, and hand tested on every cutting side.

Each file on your shelf is a "standard" of efficiency. "Nicholson-made" Files, obtainable from all jobbers, give sure and certain service, without extra cost to you or your customer. Carry them.

NICHOLSON

File Company 39
Port Hope, Canada

PRESTON ONTARIO



Are you acquainted with Preston Trough and Conductor Pipe? If you are we know you use them right. If you are not let us acquaint you with them. They are the greatest profit makers for you on the market. They work for you always.

Every length of Trough and Conductor Pipe we turn out is made on our power press. It is absolutely uniform. It saves you time in erection and it saves solder, as each piece is made to fit together tighter than any other trough or pipe on the market. We guarantee this.

Read this letter from a man who uses thousands of feet a year:

The Metal Shingle & Siding Co., Ltd., Preston, Ont.

Dear Sirs:—

I wish to say a few words in reference to the merits of your Eavetroughing, as I have used a great many thousand feet of it and would say it is a great pleasure when erecting trough to have it go together well, and saves a great deal of time.

I find the heavy quality of the iron in your Trough makes it much quicker and better to put up.

Wishing you every prosperity,

I remain, yours truly,

A. E. MICKS.

Get acquainted by having us send you a sample order.

The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD.,

MONTREAL	TORONTO	PRESTON	WINNIPEG	SASKATOON
Quebec	Ontario	Ontario	Manitoba	Saskatchewan

Offices in all the large cities.

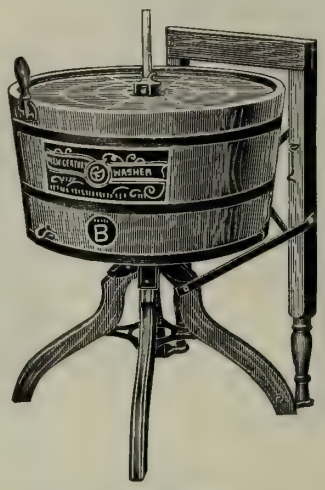
Head Office: PRESTON, ONTARIO

PRESTON ONTARIO

Cummer-Dowswell Washing Machines Sell all the Time

They're made a little better than Ordinary Requirements Demand.

Seafoam Electric Combination Power Washer and Wringer



New Century Style "B"

Playtime (Hand or Power)

There is no more popular item in a Hardware Stock, and the C-D Line means busy days.

Made at HAMILTON, Ont. by

CUMMER-DOWSWELL, Limited

Western Agents, H. F. Moulden & Son, Winnipeg
Eastern Agents, W. L. Haldimand & Son, Montreal

Davidson's Extra Quality, Strong Galvanized Iron Pails

Attractively Decorated with Bands of Bright Red Japan and Neatly Labeled

"Contractors"

No. 116, capacity 16 Imp. quarts. Seamless body, with heavily wired top edge, and fitted with iron rim to protect bottom.

Minto.

No. 14, capacity 13 Imp. quarts. Strong and durable, and fitted with heavy pressed Hercules bottom.

"Alberta"

Capacity 12 Imp. quarts. Flaring pattern, heavy material, reinforced ears, extra wide across top.

These pails are galvanized after being formed, which adds considerable to their strength and wearing qualities. They are in great demand for use by contractors, railways, roofers, cement workers, corporations and the mounted military camps.

Write For Prices

THE THOS. DAVIDSON MFG. CO. Limited, Montreal, Winnipeg, Toronto

Wrico—The Name of Quality

Good Wash Tubs—strong, lasting, and of the right proportions—are chosen invariably by the majority of housekeepers in preference to cheap and less durable substitutes.

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

Wrico

Wash Tubs will be found in commission on wash days in all up-to-date households, because they meet all requirements as to strength, durability and convenience.

Made in three sizes.
Wired ¼ dozen in bdle.

Always coming through—stock always fresh—no shopworn goods sent out.

E. T. WRIGHT CO., Limited, - HAMILTON, CANADA
VANCOUVER TORONTO WINNIPEG

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture **NIPPLES** in all sizes—black or galvanized.

Works: Lachine Canal

BUR-NOR

See Reinforced Handle

BUR-NOR

The Hatchet with the Handle that won't break

Every Bur-Nor Hatchet has a reinforced handle that will stand up under an actual pull of over three hundred pounds. 50% stronger than any wooden handled hatchet.

Blades are cut from high carbon steel and are carefully tempered in oil.

Ask your jobber or write direct for new Hatchet Folder.

Burgess-Norton Mfg. Co.
Geneva, Ill., U.S.A.

BUR-NOR

From

Punta Arenas to Ketchikan

You Can Find

Magnolia Metal

Apsley Rubber Co.,
Hudson, Mass., Sept. 30th, 1911.

Gentlemen:—

In reply to your letter dated Sept. 18th, I have to state that my experiences with MAGNOLIA METAL in the past, when I was Chief Engineer, at sea, is wholly in its favor, and I shall at all times advocate its use. On the "S.S." Hesione, of Liverpool, I had to get a crank pin brass re-metalled at Buenos Ayres, 18 in. x 18 in., and when I left the ship three years later, it was in excellent condition, the wear extremely small, and the running conditions most satisfactory. This also applies to a guide shoe re-metalled at the same time, in addition to many other places where I have had experience of its qualities.

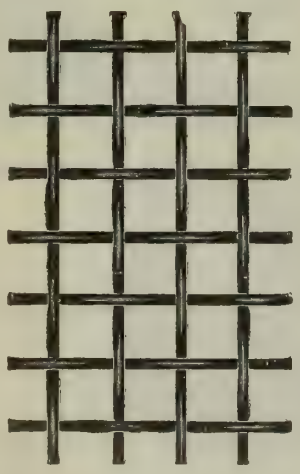
Yours faithfully,
F. W. WADBROOK,
Chief Engineer.

Sold by leading dealers everywhere or

Magnolia Metal Company

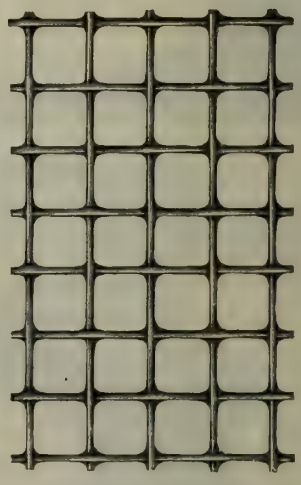
Office and Factory: 225 St. Ambroise Street, Montreal

WIRE CLOTH



Sand Screen Cloth
Fanning Mill Cloth
Regalvanized Wire Cloth

Every description of
Wire Cloth and Wire Work.



WIRE ROPE WIRE ROPE FITTINGS

MANUFACTURED BY

The B. Greening Wire Co., Limited

Hamilton, Ont. Montreal, Que.

FILES AND RASPS

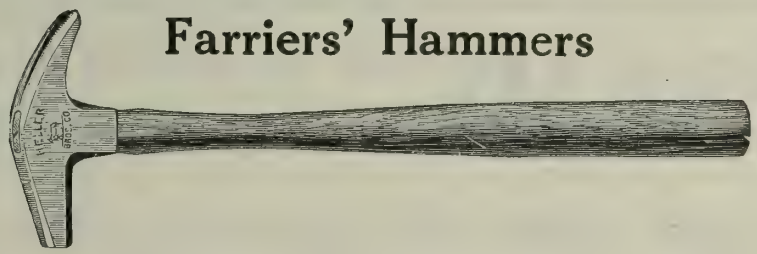
AGENTS FOR G. & H. BARNETT GENUINE BLACK DIAMOND FILES. The best you can get, made from finest steel, evenly tempered with patent increment cut, so made that every tooth grips when in use. They are worth more than other files because they last longer.

NICHOLSON'S GLOBE FILES have also been sold by us for years. They give every satisfaction. Made in Canada they cost less than imported ones. Specify Globe Files and you will have success with your file business.

Heller Bros. Horse Rasps
Kearney and Foot Horse Rasps
Superior Horse Rasps

Horse Tooth Rasps and Floats

Farriers' Hammers



Heller's Driving Pattern, 11 to 20 oz.

Heller's Fitting Hammers

Rounding Hammers, Turning, Hammers
Farriers' Knives, Fleams

Caverhill, Learmont & Co.
Montreal

In Your Own Interests

Make sure you have a stock of **McClary's** Goods on hand for your fall trade. It pays to sell a quality line.

PERFECTION ROASTERS
MODEL TEA KETTLES
FOOD CHOPPERS
POTATO POTS, Etc., Etc.

are seasonable goods.

Complete Stock **Quick Shipment**

McClary's

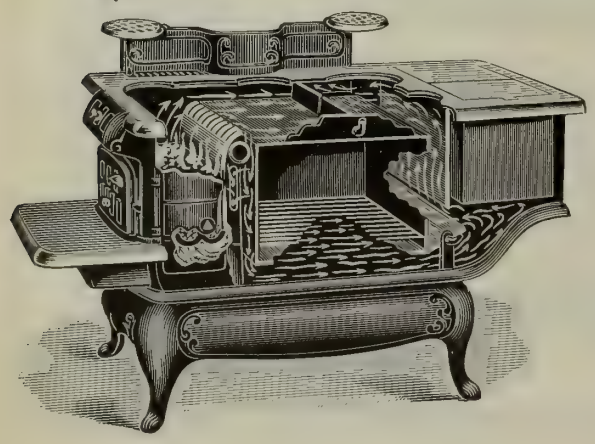
London Toronto Montreal Winnipeg Vancouver Hamilton
St. John, N.B. Calgary Saskatoon Edmonton

"SUPREME"

The RANGE that will give you a Lead on your Competitors.

It's Guaranteed to Save 50% in Fuel with Better Results

Every progressive dealer should write for full particulars regarding this range. It is one of the best values ever offered to the trade and is certain to bring many re-orders.



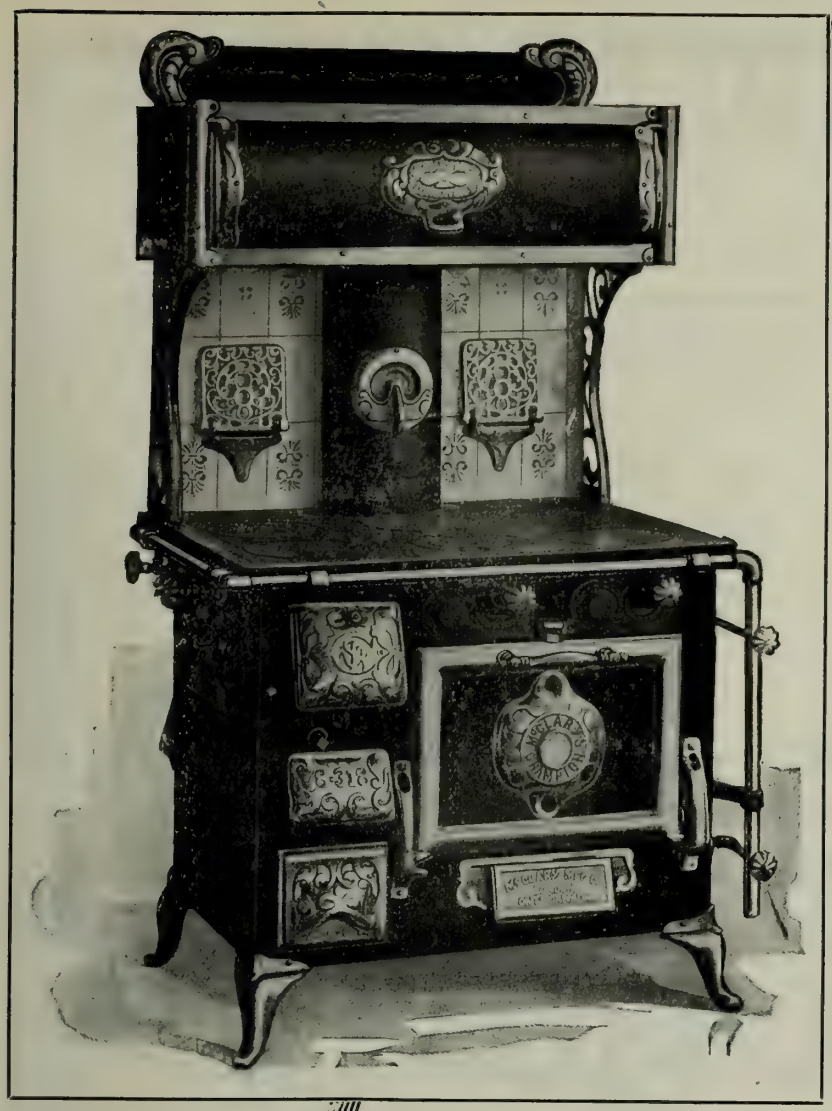
Thousands of them are used all over Canada and living up to our **guarantee.**

We have built a reputation and **will** maintain it at all costs.

WRITE US AT ONCE.

The Supreme Heating Co., Limited

Welland, Ontario



McClary's Champion Range

is the only **Interchangeable** Range manufactured

Burns Coal, Gas and Wood

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

THE superiority of the CHAMPION is quickly recognised by all users; but its reputation for **service** is the result of the uniform high quality of all its parts.

THE fact that the Range is a McClary production is a safeguard to all buyers, the "quality firm" having given complete satisfaction to thousands of range users throughout the Dominion.

EVERY dealer who handles the CHAMPION **feels** the influence of a great organization at his back, and **knows** that McClary's goods are all backed up by a complete system of advertising.

COMMUNICATE with our nearest branch at once for particulars.

MONTREAL HAMILTON
LONDON TORONTO
CALGARY

McClary's

WINNIPEG VANCOUVER
SASKATOON EDMONTON
ST. JOHN, N.B.

Guaranteed Goods That Pay a Good Profit

Morrison's Engineers' Supplies are a line of proven merit—a line that makes pleased customers everywhere.
It will be greatly to your interest to handle our goods. They are well and favorably known among engineers on account of their efficiency and reliability.
We have a complete line—send us your inquiries on any line or lines in which interested.

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West, TORONTO

PEASE IDEAL STEAM BOILERS

Write to-day for Catalogue and Prices.

PEASE FOUNDRY COMPANY LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton, Montreal.

Save 25¢ Each Day on Coal Bill-

Arnold Damper
Automatic

Pays for itself in a month. Every third year your coal costs you nothing—For stoves or furnaces. Maintains an even temperature day and night—No overheating. Takes care of itself. Fits any pipe. Easily adjusted.

A 25% Saving Guaranteed

Try one 60 days. Keep strict account of your coal bill. If it doesn't save at least 25%, return it and get your money back.

Sold exclusively through dealers by
W. H. THORNE & CO., LTD., St. John. In Maritime Provinces.
LEWIS BROS., LTD., Montreal. In Quebec and Eastern Ontario.
MARSHALL-WELLS CO., LTD., Winnipeg. In Western Canada.
WOOD-VALLANCE & CO., Hamilton. In Western Ontario.

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

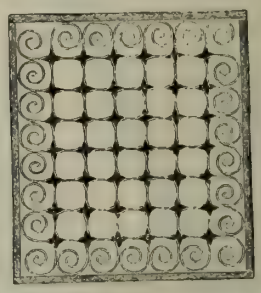
Manufactured by

P. KYLE

MERRICKVILLE, ONT.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.



METAL GRILLS WICKETS and RAILINGS

in Iron, Brass and Bronze

Suitable for all requirements.

Send for Catalogue.

Dennis Wire and Iron Works Co., Limited
London, Ontario

Dealers Make Money

You can increase your profits and increase your customers if you handle the

PERFECTION SMOKELESS OIL HEATER

There are five good reasons.

(1) The Perfection is the most economical and satisfactory oil heater made—it is popular with the trade.

(2) The Perfection is extensively advertised. It is the best known heater on the market.

(3) Every sale nets you a substantial profit.

(4) You have the advantage of a quick turnover.

(5) The Perfection Heater brings new customers and keeps old ones.

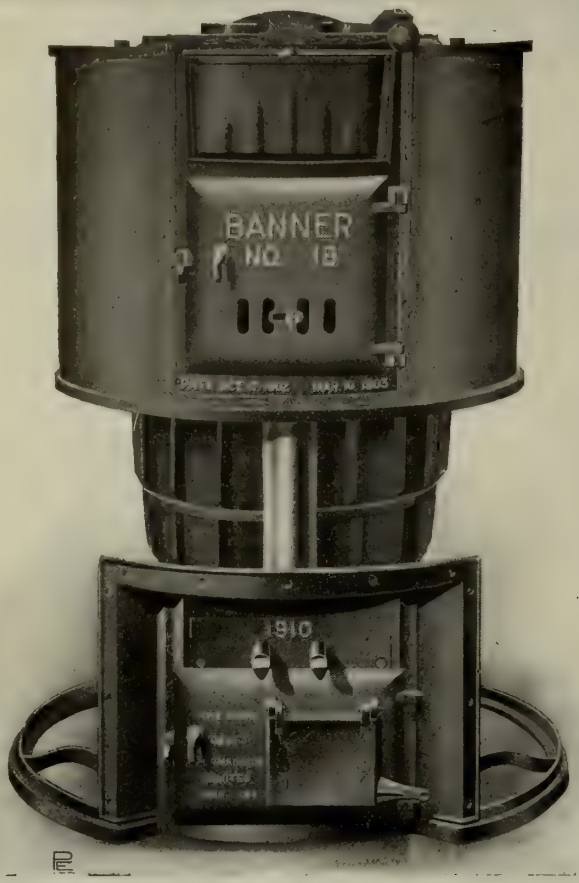
When you send in your order for heaters, think of the steady demand for

Rayo Lamps and Lanterns

and order now. That will insure a quick delivery and get you ready for the season's business.

The Imperial Oil Company, Limited

Toronto	Montreal	Winnipeg	Vancouver	Ottawa	Quebec
Calgary	Edmonton	Halifax	St. John	Regina	Saskatoon



The "BANNER"

WILL ENABLE YOU TO COMMAND A LARGE

FURNACE

TRADE

In the manufacture of this furnace we have paid particular attention to the Grate Bars, the Fire Pot and the Dome or Combustion Chamber. This is the secret of its exceptional service-giving and fuel-saving qualities.

The Predominating Features

The Arched Cast Iron Dome connected with the radiator gives it an exceedingly large radiating surface.

The Fire Pot is reinforced with heavy ribs on the outside to give the pot additional strength and radiating surface.

The Grate Bars are triangular in form, and this is the best designed grate for furnace requirements. They operate in pairs and will break clinkers, etc., without any difficulty.

The Banner Furnace is very simply constructed and easily installed. Made in five sizes. Ask us for full particulars and prices.

The Galt Stove & Furnace Co. LIMITED

GALT, ONTARIO

FIRE! FIRE!! FIRE!!!

To save the appalling loss of life the PUBLIC should demand that all public buildings are fitted with AUTOMATIC PANIC BOLTS, as required by the LONDON COUNTY COUNCIL.

The "RELIANCE" Patent
AUTOMATIC PANIC BOLT

Made only by

Wm. NEWMAN & SONS Limited

HOSPITAL STREET, BIRMINGHAM, ENGLAND

Three Nice Letters this Morning —All from Hardware Men

All thanked us for the big folder, showing our advertising campaign, running in their favor in their paper - all said it was sure to mean more business. We'd print one of the ads right here to show you, only they are too big for this page.

We've made some fairly large statements about what we can do to increase your stove business under certain conditions - We've been ''called'' by some of you brother hardware men and are busy ''showing them'' right now.

Fair time, next week you'll be in Toronto, we want to see you, apart from business altogether, we want to meet our old friends and make new ones - we'll be happy indeed to have you call, to have you use our offices, to show you our plants, in a word to welcome you as a long lost brother.

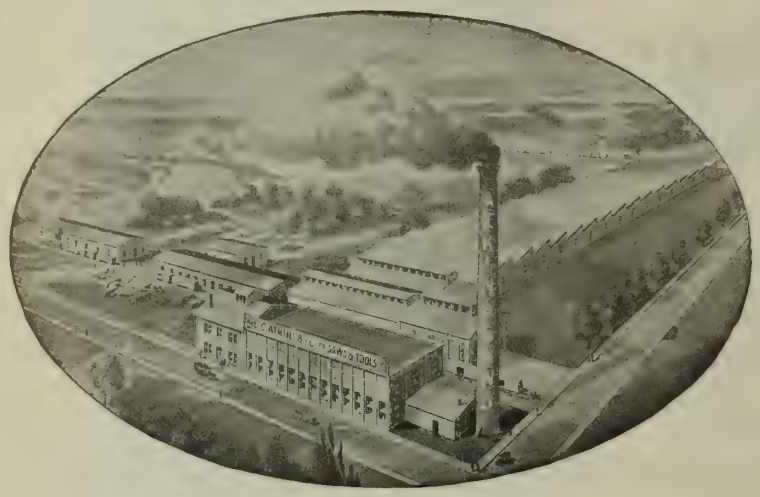
Incidentally, put it up to our Sales Manager - ask him to show you - it might be the most profitable visit to the Exhibition you've ever made.

Gurney Foundry Co., Limited
TORONTO

GURNEY-OXFORD

Montreal Hamilton Winnipeg Calgary Vancouver

ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

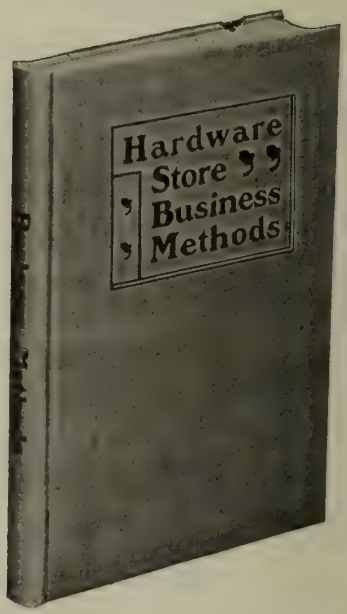
E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont. **Branch: Vancouver, B.C.**

HARDWARE STORE BUSINESS METHODS

The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include:—Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price, post paid $1.10



THE MacLEAN PUBLISHING CO., LIMITED

BOOK DEPARTMENT

143-149 UNIVERSITY AVENUE, TORONTO

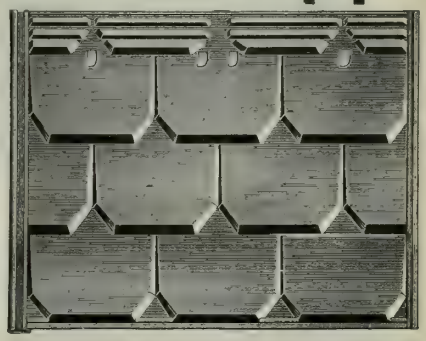
Easier and Cheaper To Lay Than Wood Shingles

One of the reasons for the popularity of "Eastlake" Steel Shingles is found in the ease and quickness with which they may be laid. In this day of high priced labor, this is no small consideration. By using

"Eastlake" Steel Shingles

you get a better roof than you could by using wood shingles, and save time and money in laying the roof. If you are not selling these shingles we feel sure it is because you do not realize their superiority over any other roofing. Why not write to us for complete information? It will pay you.

There is a great and growing demand for "Eastlake" Shingles. They make fire-proof, lightning-proof and weather-proof roofs that are very low in cost and will give longer and better service than any other roof yet produced. We can show you roofs in Canada on which they have given 28 years service and are in good condition to-day. These shingles have selling points found in no other. Ask us to send you complete information and catalogue R. 2.

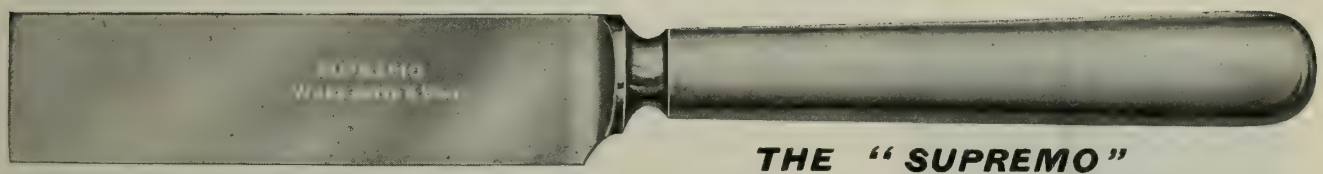


The Metallic Roofing Co., Limited

Manufacturers

Toronto and **Winnipeg**

High Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware



THE "SUPREMO"

Our Supremo knife is made from high-grade Sheffield Steel, plated with full weight pure Silver and is finished in a very superior manner. Put up in neat rack boxes, containing 1-2 dozen and is a satisfactory line to handle profitably.

McGLASHAN, CLARKE CO., LIMITED - - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlotte, P.E.I

OUR CORRUGATED IRON

is all stamped instead of being rolled, and you will find it uniformly straight and easy to put on a building.

We ship while others are thinking of it

WHEELER & BAIN, Toronto, Ont.

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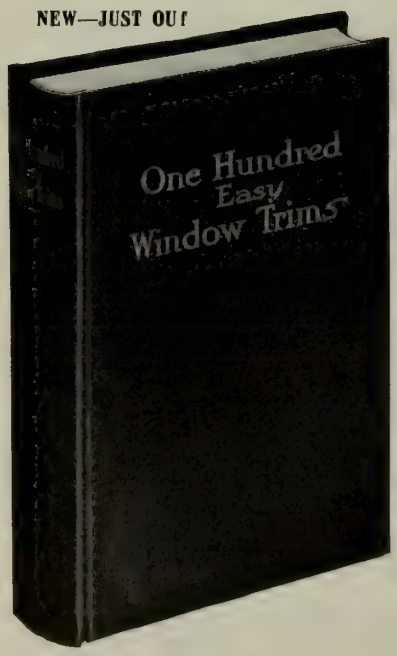

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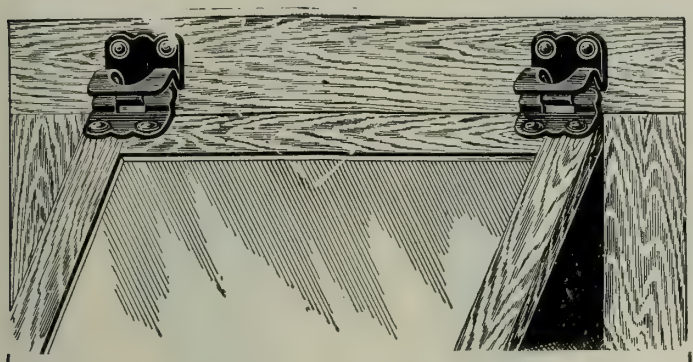

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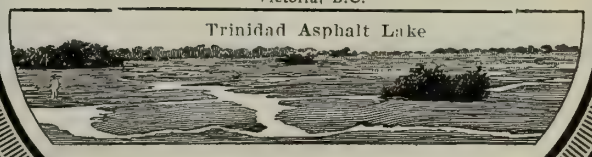
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HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

Vol. XXV. TORONTO, AUGUST 30, 1913. No. 35

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REGULAR FEATURES

Twenty Years Ago—Leaks in the Hardware Store—Catalogues and Booklets.

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* -:- H. T. HUNTER, *General Manager*

(ESTABLISHED 1888)

Cable address: Macpubco, Toronto; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

HARDWARE AND METAL

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FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.

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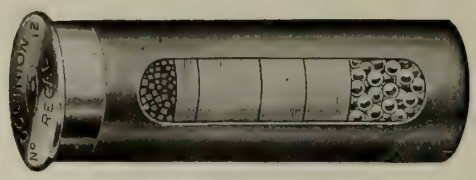

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A moderately priced Dominion shell, giving perfect pattern and sure penetration.

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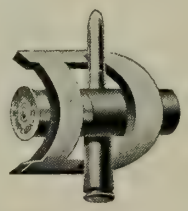
There is a  on every box of Regals.

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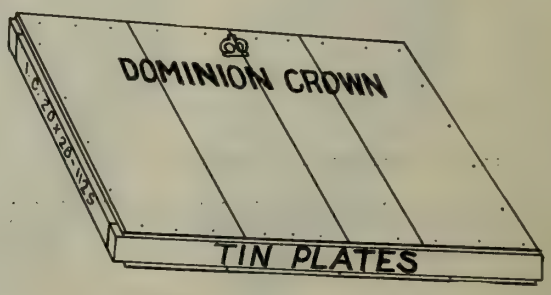

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MONTREAL

HARDWARE AND METAL

Vol. XXV. AUGUST 30, 1913 No. 35

Getting in on Ground Floor in a Potential Town

How the Minard Trading Co. turned the sod for the first building in Minard, a town strategically situated at the junction of railway lines—Store is now practically completed, and is well stocked—Progressive methods already adopted.

In a strategic position on the plains of Saskatchewan, where six railway lines join and where four more will run some day, is the town of Minard. It is one of the youngest towns in the West; in fact it can hardly be said to have passed the swaddling clothes stage, inasmuch as the sod for the first business building was turned on May 8 of the present year. But, if short on past history, Minard is long on future.

It was only fitting, and in fact quite in accordance with the usual procedure, that the first sod should be turned by a hardwareman, and that the first building put up should be for the purpose of housing a hardware stock. The honor of being the first among the pioneers of Minard fell to the lot of Grant Leask and E. D. McGrattan, now doing business under the name of the Minard Trading Co.

The firm is composed of young men with splendid experience in the retail field. E. D. McGrattan, was formerly of Uxbridge, Ontario, the youngest son of Thos. McGrattan, now of Caron, Saskatchewan. He was formerly a member of the hardware firm of McGrattan & Sons, at Caron, and has had a wide experience in hardware, tinsmithing and plumbing, being a practical tinsmith himself.

G. W. Leask was formerly of Simcoe, Ontario, and latterly with the Saskatchewan Trading Co., Caron. His experience has been in the general store business, starting with W. R. Halliday of Lynedoch, Ontario. Since then he has been with the Putt-Clark Co., Simcoe, T. Eaton Co., Winnipeg, and W. Gould, Miami, Man.

That both are energetic and ambitious is shown by the fact that they staked their fortunes, as it were, on the future of a new town, being the first business men to establish in Minard.

As will be seen from the accompanying illustrations, the store of the Minard Trading Co., is quite large for a pioneer store, making it possible to house a good stock. The building is 26 x 50 feet, with a workshop 14 x 40 attached. It is provided with fixtures of a temporary but serviceable character. The workshop is equipped with machinery and tools for tinsmithing and plumbing work.

Erecting the building was a task of some magnitude, in view of the lack of facilities, and accommodation when the work was started. The work had not been completed when the photographs were taken as will be seen. The space above the doors and windows had been temporarily fitted with beaver board. Despite all the difficulties encountered, however, the store was planned according to accepted standards of progressive merchandising. The windows are of good size, allowing ample scope for displays. At the time, the photographs were taken, the windows were occupied by displays of a creditable nature, a range occupying one side and groceries the other.

On one side of the building was a sign advertising the brand of paint carried.

Although the firm in question have the field practically to themselves at the present time, they will soon find

A view of the interior of the Minard Trading Co.'s store., The insert shows a map of the section, with railway lines indicated.

Views of the exterior and interior of the store of the Minard Trading Co.—Two of the early pioneers, "Paddy" and "Gyp," faithful adherents of the firm.

plenty of opposition, as Minard promises to develop into a busy hive of industry in record time. The entire townsite of Minard was sold in one day and so great was the demand for the land that $25,000 worth of applications were left on the table. That the growth of the place will be rapid is, therefore, assured.

Catalogues and Booklets

File Filosophy.

The eighth edition (revised) of File Filosophy has just been published by the Nicholson File Co., of Pt. Hope, Canada, and Providence, Rhode Island, U.S.A. The book contains hints regarding the proper methods of using files and the various applications of the most common files. The Filosophy is impartial and is intended to apply to all files alike. The original booklet was written and published in 1875 by Wm. T. Nicholson, founder of the company. The booklet has passed through several editions the last being the eighth which has just been published and which will be mailed to any applicant by the Nicholson File Co.

Paper Makers Trucks.

The George P. Clark Co., Windsor Locks, Conn., have issued bulletin K. consisting of 32 pages in which they illustrate and describe their line of paper makers' and printers' trucks. Dimensions, weights, list prices, etc., of the various styles of trucks are also given.

Clabrough-Johnstone Guns.

J. P. Clabrough & Johnstone, Birmingham, England, have issued wholesale list C, illustrating and describing their line of guns. For the convenience of foreign indentors they have priced their list in Sterling, marks and franks and also give equivalents and comparisons. The catalogue consists of 64 pages and is attractively gotten up.

Lloyd Findlay, traveller for the Imperial Oil Co., was drowned in Lake Ontario August 12, the body being recovered August 27.

HIGH FREIGHTS.

In the last weekly report of the department of trade and commerce Canada, the following reference is made to freight rates between Canada and Great Britain.

During the past few years charges have increased regularly each season for the carriage of goods between Canada and the mother country. Of late, however, the rise has been more rapid. For instance flour from Canadian ports to Liverpool has advanced from 9.75 cents per 100 lbs. in 1911 to 17.67 cents last year, and grain from 6.97 to 13.92 cents. On crockery from England to Canada freights have advanced from 17s. 6d. to 22s. 6d., on hardware 20s. to 27s. 6d., and on cotton goods from 22c. to 30s. It is understood in this district that the British Government and the Government of the Dominion are about to investigate the matter.

Albert V. Smith was the recipient of a watch and address from his fellow-workers of the packing room staff of the Canada Screw Co., Hamilton, on his departure for the West. Pringle Morley, foreman, made the presentation.

Hardwaremen Should Feature Gas Engines

Farmers have begun to realize the advantages of doing their work by power, and are using engines to replace hired help—Is the problem of the absentee hired man solved?—A splendid opportunity for hardwaremen to promote new business.

The era of power farming is upon us. In the Canadian West and Western States where farming is carried on along extensive lines yet to be worked out in more thickly populated districts, advances along this line have already been very rapid. So great has been the success with which power farming has been met that it seems about to revolutionize all cruder methods and bring about a change second only to that inaugurated at the time when mechanical power was introduced into manufacturing.

Two great facts stand out showing clearly that the future of the farm engine is fully assured, not only to supply motor power in the field or bush, but also in the barn, the workshop and even the house. Labor, and especially farm labor is becoming so scarce that the device which is in any way a labor-saver, and at the same time an economical investment, is almost sure to meet a ready market. The youth of to-day is not satisfied with toiling along, using the methods of a generation ago, and quickly seeks for adventures in other spheres. Machinery is brought to fill his place and to lighten the burden of those still tilling the soil.

Thus the farmer is rapidly becoming a little king of a little world, with machinery as one of his greatest servants. To such an extent has this been developed that he closely approaches being a manufacturer.

Then with the development of the country the farmer is becoming no longer satisfied with his lack of city conveniences. He wants a water system for house and barn, an electric lighting system, protection from fire, power for running every machine about the place formerly operated by hand. To gain all this some power plant of his own is a necessity, and to meet the need he is turning rapidly to the gasoline engine.

There are hundreds of uses which every farmer will admit to which a gas engine can be put. Among others are food grinding and pulping, tree spraying, concrete mixing, wood cutting, drilling, ploughing, seeding, harvesting, and threshing, but the number in all is limited only to the owner's ingenuity.

For the farmer buying an engine for the first time, such a one is desired as will meet many requirements. No one engine is adapted to every purpose. Thus one of the first steps necessary on the part of any salesman is to find out what is expected of the engine after it is bought. To this end every hardware dealer handling such lines should make a study of the possibilities of his numerous engines, also of the country round about him, the nature of the farms and the general style of work an engine might be set to do.

In this, quality counts probably more than any other line. The cheap engine which gives dissatisfaction is a blackball rather than an advertising force. Farmers have used axe handles and pitch forks long enough to know that though they may get a poor one there are lots of good ones to be had. They don't give up in disgust, because they know too much about wood grains themselves. But with an engine satisfaction and results from the first experiment are what are naturally sought, and expecting much, it is up to the hardware dealer to see that there is no room for disappointment on his score. Quality stands first, and from it results follow.

With quality comes satisfaction. Satisfaction is the greatest advertising force known, and continues to bear weight not only to-day nor to-morrow but indefinitely. The more expensive an article is, the greater the amount of satisfaction demanded by the consumer. Then seek quality, and from it gain the customer's satisfaction.

In this as in everything else the hardware dealer recognizes the benefits to be derived from connecting himself with a manufacturing house of good substantial reputation. Seeing that much money can easily be tied up in stocks there are also advantages to be gained by tying up with only one house and thus simplifying the stock. Better discounts also, forms a topic in no way unfamiliar.

Let the hardware dealer pick up any farm journal. In almost every case right in the farmer's own trade paper he will find reliable gas engines advertised, and more than that he will find

(Continued on page 45.)

HARDWARE AND METAL

Vol. XXV. No. 35 Toronto, Canada, August 30, 1913 Two Dollars per Year

CLEAN UP THE BOOKS.

Harvest time is one of the seasons of the year when the retail merchant, who does business on the credit basis, should endeavor vigorously to push collections. It is, of course, necessary to keep collections well in hand at all times of the year, but there are seasons when special efforts are necessary, as for instance after harvesting when the farmer has plenty of money to square off his indebtedness.

It is customary in a great many cases for farmers to run up bills with the merchants of the locality on the promise to pay as soon as harvesting has been completed and crops have been realized upon. While such promises are frequently fitted to the letter, it is generally necessary to exert a certain amount of pressure to get accounts straightened up even when the persons owing the money have plenty in hand.

Another reason for pushing collections in the fall is the imminence of winter. Winter not only sees increased expenses, but it also brings decreased productiveness. The farmer has few sources of revenue during the winter, and many trades are at a comparative standstill. Money is, therefore, scarce in winter time. Lucky is the merchant who can get the bulk of his book accounts settled in the fall.

Still another reason for pushing collections at the present time is the scarcity of money. The need for vigorous and unremitting effort increases in direct ratio to the difficulty experienced in securing settlement.

A systematic campaign at the present time will be found productive of results.

Clean up the books!

OUR FALL SPECIAL.

Last week's issue was our annual fall special number and, rightly or wrongly, we were quite proud of it. Much time and infinite labor were expended in getting the material together for this number and in preparing the articles for presentation. No expense was spared in the securing of illustrations. The result was a number which ranked, in our estimation, high above any other issue of Hardware and Metal ever put out. In one respect, perhaps, the number was most remarkable and that was the highly practical nature of the articles presented.

However, the editors are well aware that many improvements could have been made in this number. As another such special must be put out next fall, in which these faults must be corrected, we are anxious to secure opinions from readers. Letters from subscribers, criticizing the special number and making suggestions for future specials, will be appreciated.

Look the number over and send us your opinions.

PROBLEMS OF THE MARITIMES.

The Maritime Board of Trade, whose annual convention is covered at some length in the present issue, furnishes convincing evidence of a vigorous and wide-awake condition. The topics that occupied its chief attention revealed a unity in thought and action that should lend a tremendous weight to its resolutions and the campaigns that will be the outcome of its deliberations. The arguments against the recent increase in freight rates on the I.C.R. were ably put forward, and will uphold the hands of the Federal representatives from the three Provinces in their fight at Ottawa. It is curious enough that in the widespread discussion over the action of the Federal minister, there has appeared a general disposition to allow the Eastern provinces "to make good," if they could, in their protest to the Government, without any concerted opposition from the other members of Confederation.

That the members are keeping pace with modern developments in education was clear in the discussion of the resolutions calling for an extension of technical and agricultural education, and reforms in the existing system of taxation. There was noticeable a tendency to reject extreme views in both instances and to direct their forces along lines that promised definite and immediate results. Nor should mention be neglected of the generous spirit displayed towards alleviating the peculiar disabilities in transportation under which the Province of Prince Edward Island has long labored.

The notice of motion for the appointment of a Council as an advisory and executive board, that would meet regularly, should add an element of cohesion as well as a more efficient organization to the entire association, and assist in making the Boards, individually and as a corporate body, an active force throughout the whole year.

The Maritime Board has an ambitious programme before it for the new year in promoting legislation along lines of an increase in I.C.R. branches, a movement to attract immigration to the Provinces through a London official of the railway: the development of technical education: the readjustment of freight and passenger rates,

and taxation reforms. But with the co-operation of such men as the retiring president, Matthew Lodge, the new president, E. T. Higgs, and others of the present executive, a marked advance in these directions should form the occasion for a satisfactory report when the convention of 1914 meets in Summerside, P.E.I.

THE AD. WHICH FAILED.

One hardware merchant in a town in Alberta is still advertising paints for the spring clean-up. The ad. has been running since last spring without change. Newspaper advertising, if properly applied, will bring excellent results for the local dealer. If neglected it is an expensive proposition and not only fails to bring the desired results, but it also shows such carelessness on the part of the merchant that his reputation suffers. If this ad. had been given the attention it deserved and had been changed regularly the chances are that the dealer would have had good returns for his investment.

POINTED EDITORIALS.

An article **plainly priced** is half sold.

* * *

Time to get stove displays in the store windows.

* * *

The crops in the West are assured. Avaunt, all doubt!

* * *

Good profits and permanent business are built on a quality basis.

* * *

Now is the time to clean up the books. Strike while pocket books are full.

* * *

The first business to be established in a new town is always a hardware store.

* * *

The hardware exhibits at the National Exhibition are "worth the price of admission alone."

* * *

A midway attraction without a "spieler" would draw few people. In fact, it would resemble a store without show cards.

* * *

A business without advertising reminds one of a deserted factory. The passing youngsters of competition are bound to throw stones through the windows.

* * *

When one thinks of the lot of the dry goods merchant, who has to guess what style is going to be "it" and keep his stock right up to the last minute, one realizes that the stability of hardware is a great asset.

* * *

You progress only when you doubt, says a contemporary. This we cannot accept. Confidence is always half the battle. Over confidence oftens leads to defeat but not so often as lack of it.

* * *

September is one of June's closest contestants for the honor of being Hymen's busiest month. A showing should be made at once of goods suitable for wedding gifts.

The Biter Bitten

IT'S a long lane that has no turning. Likewise, even the worm will turn. These two proverbs are recalled to mind by an incident which is reported from Kansas. So many peculiar things, by the way, are credited to the state of Kansas, ranging from the ten-year marriage bill to the discovery of the Houn' dog song, that one is inclined to accept anything emanating from show-me land with a grain of salt. The incident in question, however, is backed on the best of authority as an actual occurrence.

One often hears recited the ingenious methods adopted by "dead-beats" to escape their creditors and the wiles that are used to stave off payment of debts. It is a welcome change to be able to tell how an ingenious merchant trapped slow-pay customers into settling up. He did it by using Parcels Post, by the way.

This merchant, who is located in Kansas, had a number of accounts that had been standing on his books for months, in some cases even for years. Dunning letters had been sent out repeatedly without any response so this merchant had practically decided to write the accounts off when the thought struck him that what could not be done by the usual method might be accomplished by strategy. He hit upon the scheme of sending a parcel by Parcels Post to each of the delinquent debtors. The parcel in each case was stuffed with excelsior and on top was the receipted bill for the amount owing. The parcels were sent C.O.D., the expense of delivery being met by the merchant. Thus each collection cost him just 15 cents. The way it worked out was as follows:

A ——— owed the merchant $4.85. The merchant enclosed a receipt for $4.85 and sent the parcel collect, for that moment. A— looks at the formidable looking parcel and decides that he had better pay for it. The messenger has previously expressed ignorance of the contents and for all A——— knows some friend may have been sending him a valuable present. Curiosity conquers, he pays the bill and, opening the parcel, finds his receipt. Curtain!

This scheme was worked on several score slow-pay customers with success in each case. Some of the "dead beats" were wise enough to swallow their chagrin and remain discreetly mum, thus saving themselves from ridicule. Others loudly proclaimed the trick played upon them and demanded redress. They claimed that the ruse adopted by the merchant was illegal but the district attorney, to whom the matter was referred, gave it as his opinion that the scheme was perfectly legal, there being no fraud or imposition, that the recipients of the parcel were not obliged to take it, but that once having accepted the parcel, they were not entitled to a refund.

A Lecture on Practical Side of Card Writing

Wallace G. Hess, well known as a leader in the art, addresses the C.W.T.A. convention and gives a number of practical hints—How work can be simplified and expedited—The best materials to use.

A feature of the recent convention of the Canadian Window Trimmers' Association was a lecture by Wallace G. Hess, of Chicago, on card writing. Mr. Hess is a recognized authority on the subject, being a card writer of note himself.

Although it was planned that Mr. Hess should take the floor at ten-thirty on Tuesday morning, it was not until an hour later that he began his address and demonstration in which he gave the boys some of the best ideas, both theoretically and practically, that it had been their good fortune to get since the days when they first began to wield the artist's brush.

In opening he remarked that he intended through the course of his lecture to criticize any cards of those exhibited which he thought were worthy of mention, and stated that he hoped no one would feel hurt by any remarks he should make as it was a question whether a constructive or destructive critic does the most good.

A successful publicity man, he continued, must first obtain a good grasp of the English language. This was one of the prime essentials and no man could afford to neglect it no matter how much he thought he knew, he would still have something to learn. He referred to the "Correct English" magazine which was published in the United States, and said that it was an excellent thing for the brushing-up of anyone's English.

Mr. Hess states that show card writing came from England, and about forty years ago it first made its appearance in New York. The English are masters of the air-brush and for the greater part are superior at pen and brush lettering.

He states that throughout France, and the Republic to our south, they are almost without exception demanding the small lettering. No person wants a card that may be read across the street. The windows on one side of the street are enough for passers-by to observe at one time. The small pen lettering is therefore by far the most popular, both for sale or high-class display cards.

For small lettering, Mr. Hess pointed out the advantages of the Leeman music pen over all others. This pen derives its name, not as some people thought because it made a noise when in use, but because it is used by music writers. The music pen may be swung around a corner which is almost an impossibility with a Soenecken pen. The speaker also drew the attention of those present to the fact that the music pen must be pulled down and not up. The Soenecken pens for some purposes are preferred to the music pens. In order to get a Soenecken pen flexible it should be very carefully handled and this method was thoroughly explained.

Mr. Hess thoroughly explained the work of suit case lettering and advised for the purpose the use of the Soenecken pen for the smaller, and camel hair brushes for the larger letters, with a waterproof ink. These brushes, he explained, should be well cared for and washed off with turpentine. Great care should be taken with the cloths that are used for drying these. They should be kept in a galvanized iron box because if they are left lying around in contact with wood or paper they are liable to cause a fire.

To the beginner of card writing the speaker gave good advice upon how to go about his work, and in this he brought out many points which, while intended for the beginner, were of great value indeed to many who had had long experience.

The card should be laid out in neat form, long words should be substituted for short ones, and vice versa where it is necessary to give lines a neat or uniform appearance.

Much time is saved by the use of stencils for laying out the card. An assortment of these will always come in handy to the card-writer.

Large price cards are not necessary, nor should a great deal of reading matter be put on a card, but care should be taken to give sufficient wording that it may have body.

Lower case letters are used considerably the most by the best card writers. Much advertising is done in lower case type, and the show card is to a great extent in conformity with it.

Letterine is the best coloring to use, although distemper colors are excellent.

Mr. Hess strongly recommended the use of guide lines when more than one letter was necessary for a card. In the accompanying cuts, which he discussed at considerable length with the boys, it will be noticed that along the margin are marks which are intended to be joined to form guide-lines.

Fancy decorations add considerably to the appearance of a card and particularly a small corner decoration. Germany manufactures many of these and a number of American and Canadian card-writers use them, but there are American firms who manufacture these and which are a great deal more satisfactory than those from over the water.

Air-brushes to give good results should be clean. It is in this that many air-brush workers fail to produce the best results from their efforts.

Ideas for cards should be sought for in many sources, they may be copied from any source except the opposition store windows.

Diploma lettering is productive of good returns, and a card-writer who has some idea of really artistic lettering would get a great deal to do.

The law of averages applies to the art of card-writing as it does to any profession. Some men will make it a success with little work, while others will find it necessary to work harder. One of the prime essentials of the publicity man is a knowledge of proper English. Any man who uses "ain't" is not an advertiser and should be ostracized from the profession.

HESS PEN STRIKES.

You've got to come to pen lettering to hold a job to-day.

Don't stick to card writing alone. Add to it window trimming and advertising.

"Amatuer" on a show card is not only a disgrace to the writer but an injury to the store.

Card writers in the big stores stick to "lower case" letters like people get in the newspapers.

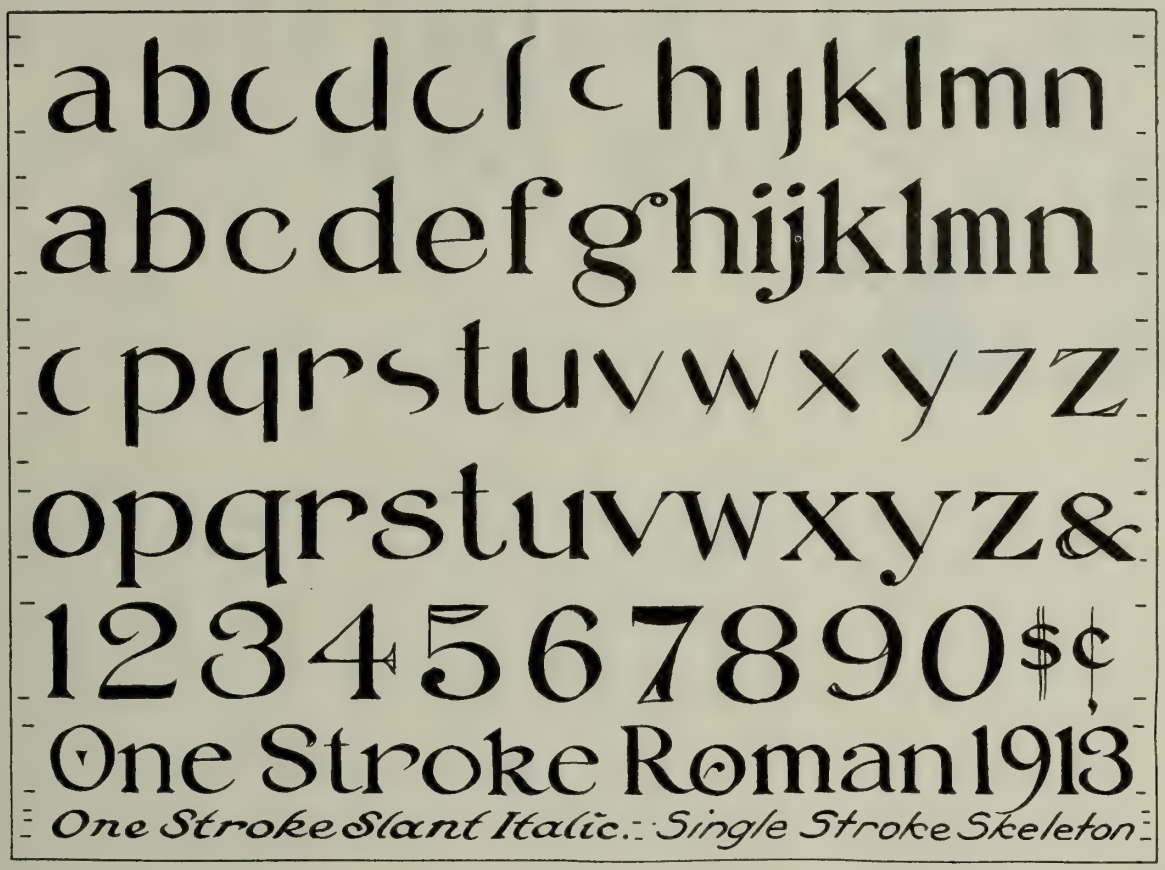
No man who uses "ain't" has a right to teach another man advertising. Seek to improve your English.

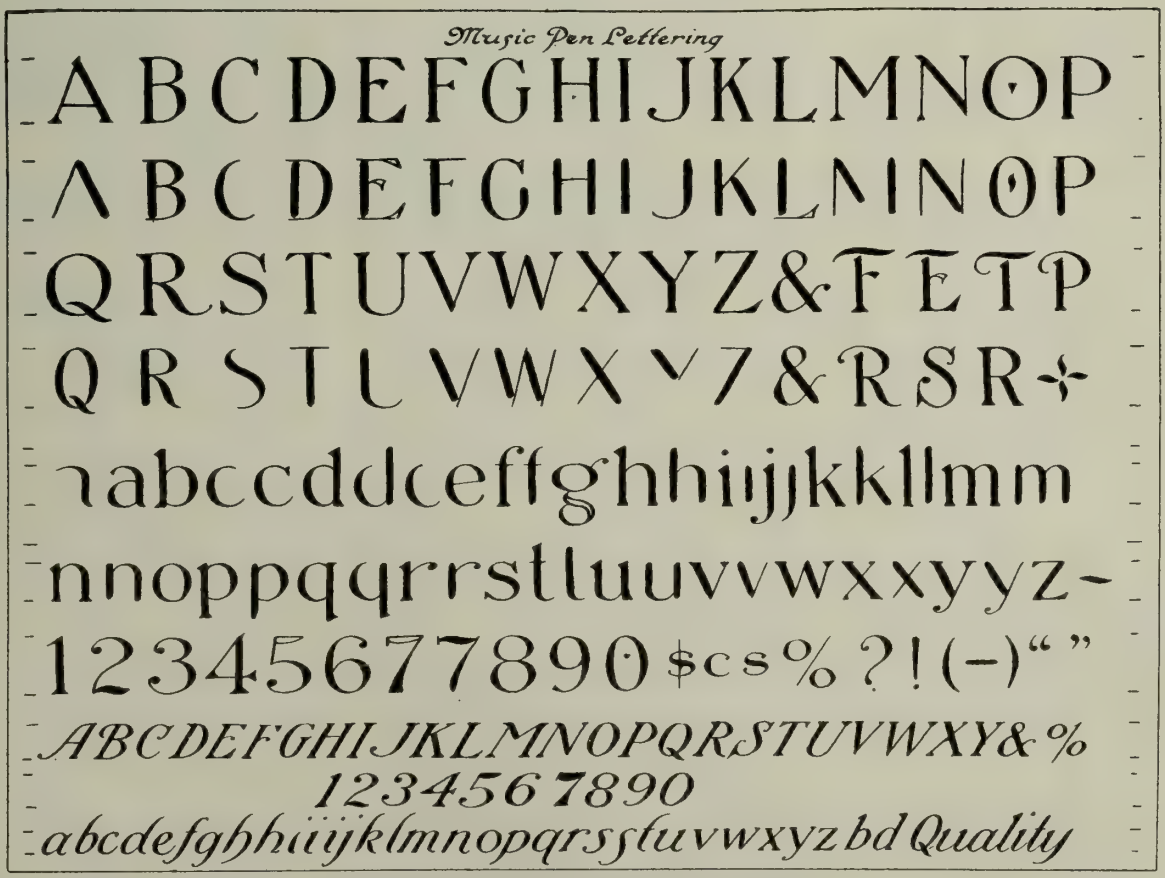
Show card writing came to New York from England forty years ago. You can't touch the hair brush work of London.

There is no more reason why a man should become a skilled card writer than a great surgeon or anything else. The "law of average" applies.

"Careful and intelligent" practice, not practice alone, makes perfect. You've got to use your head.

Sign painting and card writing do not necessarily go together. I loathe the odor of turpentine.





Charts used by Mr. Hess for card writing.

Winning Over the Fair Sex

How the Hempstead Hardware Co. managed to boost sales in their household goods department—A conflict between partners which resulted in the triumph of the progressive element.

"For the last half hour I've been watching the store and I've made a discovery," announced Jim Hempstead, junior partner of the Hempstead Hardware Co., who was perched on a high stool in the office.

His father, Cyrus Hempstead, familiarly known among traveling men as "Old Grouch," looked up from the bundle of letters before him and grunted.

"I noticed you were doing nothing, James, "he said. "Not knowing that you were on the verge of making a wonderful discovery, I was just going to ask you to stop staring like a blanketyblank owl and get to work."

"I was watching the customers," continued Jim, not heeding his father's peevish rejoinder. "There has only been one woman in the store in that time and she came in to find her husband."

"Well, what of it?" asked Cyrus Hempstead. "What do you expect? This is a hardware store, not a trysting place."

"But don't you realize that we are not getting our share of the women's trade?" demanded his son, testily. "We are losing a splendid opportunity."

"Opportunity, nothing. As for me, I don't want the women's trade. Give me the trade of forty per cent. of the men in this district and I'll let the other two stores gobble up one hundred per cent. of the women's trade. A man comes in and buys what he wants without haggling over the price. He'll pick out fifty dollars worth of goods in the time that one of these women takes to pick out a nutmeg-grater. And she'll beat you down 2 cents on the price at that. Take it from me, Mr. James, women are no good to a hardware business.

"I don't know about that," retorted his son. "The 5, 10, 15 cent stores do a great business with women. You never see a man going in there and yet they make a lot of money."

"If you don't realize that there's a difference between the hardware business and the 5, 10 and 15 cent business, there's no use my arguing with you," said Hempstead, working his unlighted cigar from one corner of his mouth to the other; and he returned to the perusal of his correspondence.

"Just the same, we ought to do something to attract more women to this store," said the son, frowning thoughtfully.

"You wear the loudest ties in town now and part your hair in the middle. What more could you do?" demanded his father, without glancing up from the letter he had opened.

But the junior member of the firm was not to be discouraged by the disparaging remarks of the head of the firm. For one thing, old Cyrus was in the habit of making disparaging remarks at all times and on all subjects. For another thing, Jim was thoroughly convinced that the business was suffering through its lack of appeal to the members of the fair sex.

The reason for the studious way in which the women of Hamelville shunned the store was not hard to find. It was typical of the average hardware store of twenty-five years ago—dark, crowded and untidy. To get in the front door, customers had to part the assortment of whips which were suspended from the ceiling. Tools, rope, mitts and implements were about the only goods in sight. Nothing was priced. There was no attempt at orderly arrangement or attractive display of goods.

Despite the unfavorable appearance of the store, the stock carried of lines, which might be expected to appeal to the women, was large and varied. The junior partner felt that the store should be doing a good trade in these lines. He determined to get that trade, despite the opposition of his father.

About a week after the conversation recorded above, Cyrus Hempstead left on one of his periodical buying trips. It was his custom to visit the large centres and visit all the wholesale houses. He was a keen buyer and his visits were dreaded by the wholesalers he called on. By the time, Cyrus Hempstead had spent a whole day around a wholesale establishment, the sales manager was a fit subject for the rest cure.

"I'll be away a week, Jimmy," he said, shaking his forefinger warningly. "Don't you be up to any monkey business while I'm away—no special sales, no advertising, mind. If you work off any of your new-fangled ideas, I'll convert the junior partner into the junior clerk when I get back."

"Oh, don't worry," said Jim.

And as soon as the old man was safely out of the store, he got the advertising manager of the Hamelville Mercury-Intelligencer on the phone and asked for advertising rates.

"Everybody back to the store at 7.30 to-night for a housecleaning bee," announced the junior partner that afternoon.

"What are you up to?" demanded Handy, the oldest clerk on the staff, with an aggrieved air. "I heard what your father told you. I'll let him know what you're doing, if you try any new shines."

"You report for work at 7.30 to-night," said Jim, crisply. "And in the meantime, if you have any more comments to make, Saturday night will sever your connection with this firm. Do you get me?"

Two hours of energetic work that evening served to effect a marked improvement in the appearance of the store. The centre space, which had always been occupied by a heterogenous collection of stoves, grindstones, nail kegs, pitch-forks and coils of rope, was cleared out. Three new tables, which had arrived from the furniture store that afternoon, were then put in position. On the first was put a selection of kitchen utensils, all selling at 5 cents. The next was given over to 10 cent articles.

and the third to a 25 cent assortment. Behind the tables came a neat arrangement of washing machines, vacuum cleaners, brooms, mops, carpet sweepers, etc. The effect was really remarkable.

"I hardly know the place," said Jim, to himself, as he prepared to go home about 10 o'clock that evening. "The next step will be to get the windows into shape."

The next evening was devoted to housecleaning the store windows. A collection of ancient articles, dust laden and soiled, was removed. "From an antiquarian standpoint, it's a shame to touch this stuff," said Jim, as he surveyed the mass which had been taken from the windows. "However, we're running a hardware store not an antique shop. So here goes."

The junk—no other word so adequately describes it—was taken to the back of the store. A neat arrangement of household goods was then placed in each window and as a finishing touch, Jim produced from the office, where he had been busily engaged during the whole of the afternoon, a collection of price cards. These will be put in Friday night," he said. "We're going to run a sale on Saturday."

On Friday night, the newspaper contained a half-page spread, announcing a "half-dollar sale" at Hempsteads.

"Fifty cents will buy any of these articles," read the heading spread across the top of the page. Below was a long list of household articles. The first named were "leaders"—articles which sold anywhere from 76 cents to $1.00 ordinarily. "See store windows" was the closing injunction.

The citizens of Hamelville, who followed the suggestion—and many hundreds of them did—saw in the windows an assortment of articles corresponding to the list named in the advertisement. In each window was a large card lettered:—"Anything in this window, 50 cents."

On Saturday morning, more women visited the Hempstead store than had been there for three months previous. The stock in the windows was soon cleaned out. Having thus overcome the outer fortifications, as it were, the invading force of bargain hunters swept down on the stock displayed on the tables and it did not take long to clean out the bulk of it.

The whole object of the sale had been to get women customers into the store. Once they got inside, Jim was prepared for them. Every household article in the store was priced and everywhere you turned, an assortment of goods interesting to housewives, was to be found. "I never knew they carried such a fine lot of goods here before," became a stock remark among shoppers, supplemented by the equally frequent statement: "I must come in again."

Jim Hempstead had a pad of paper in front of him on the office desk on which he jotted down the name of each lady who entered the store. This list was afterwards used to splendid advantage in sending out letters of invitation and literature relating to new household goods.

That evening, Jim did a little figuring with the day's sales sheet before him.

"We made a good average profit on everything sold," he exulted, as he held up the result of his figuring. "And then look at the total! The biggest day's sale this old store has ever seen."

"So you did it after all!" boomed the voice of "Old Grouch" Hempstead, from the doorway. "It's a good thing I decided to come back to-night. If I'd stayed next week, there would have been more of this nonsense, I suppose."

"There certainly would," said Jim. "We made a pile of money to-day."

"You've got to show me," said the senior partner. "You've got to show me reason why I shouldn't boost you out of the business."

"Go ahead," chuckled his son. "Put me out. I'll start in business for myself. I have a little money, as you know, and I know where I can get a good line of credit. And what's more I've found a way to make things hum."

He handed his father the statement of sales for the day. Cyrus studied it over carefully.

"Goods well bought are half sold," he said. "Don't you go hugging the delusion that you contributed more than half to the sale of this stuff. It was bought right in the first place."

* * *

Jim continued his efforts toward the sale of household goods and the winning over of the trade of the fair sex of Hamelville. Various circular letters were sent out to a selected list of prospects. Each one brought results.

A move which did more than anything else to give the store an assured standing with the housewives was the putting in of a stock of electrical specialties. Jim placed the order one day when his father was out to lunch; and calmly faced the two days' disturbance which followed.

The Hempstead store was the first one to introduce the goods in Hamelville; and the public took them up enthusiastically. As the sales mounted up, the senior partner's wrath at the unauthorized innovation introduced by his son, dwindled; until finally, he even acknowledged that the step was a good one.

The business secured in the household goods department of the store had a very material effect on the sales totals. But the improvement did not stop there. Business was better in all departments as a result of the bettered appearance of the store, the active use of the store windows and the occasional advertisement which the junior partner managed to slip through.

One day, Cyrus Hempstead had been waiting on some lady customers at the front of the store. He waddled back to the office, with a smile of complete satisfaction.

"Do you remember, James, the day you were telling me that we had no trade with the women folks? I knew you were wrong at that time. Look at the trade we are doing here. The store is filled with women every day. As usual, you were just trying to find some place to criticize."

"That's so," said Jim.

EGGS IN HARDWARE WINDOW.

A convincing argument on the affirmative side of "Resolved that eggs should be sold by weight instead of by number" appears in a little display now on exhibition in Wells & Emmerson's, Port Arthur, Ont., hardware store window, which shows two eggs laid respectively by White Rock and Leghorn hens owned by Mr. W. J. Clarke, of Port Arthur.

The White Rock egg weighs four ounces while the Leghorn egg weighs only half an ounce, or one-eighth that of the larger egg. A statistician might figure out just what one might save in a year by buying eggs of the size and shape of the former variety of egg and the results might be quite interesting. It is now open for the negative side to advance arguments showing what difference, if any, there is in the quality of the Leghorn product and what effect this would have in a year upon the household expenses.

The fact of the matter in the case, however, is that all three eggs are abnormal. The larger ones are "double yolkers" and the small one also a freak in its way, so that the exhibition does not reflect, properly, the merits of White Rocks and Leghorns, particularly as Leghorns may make up in number what they might lack in size. At the same time the exhibition is a forcible reminder of the fact that there is often a great difference in the size of eggs and that sale by weight might be more equitable than by number.

Biographical

Mainly About the Men Who Call on the Hardware Trade in Canada.

A Salesman of Sheet Metal Products

SOME one has said that playing auction bridge is one of the surest ways of acquiring an insight into human character. The auction player has to decide from the faces and the demeanor of the opposing players whether to double their heart bid, raise his partner's clubs or to sit back discreetly and let things take their course. It's a battle of wits with the others doing their best to conceal every bit of information about the real strength of their hands.

It follows that playing auction is good practice for selling goods and so Geo. M. Binns, who is a "sure 'nough bridger" has taken up a hobby which may be construed as a help to business. Mr. Binns is a keen player, a student of the intricacies of the finest of card games. He is reported to have reached the enviable stage where he can play any hand to advantage, unhampered by such details as chicane, singletons, cross-ruffs and finesse plays.

It must not be assumed from this that Mr. Binns is chiefly remarkable for his skill as an auction bridge player. His chief characteristic, by the way, is ability to sell goods. But, as this is the outstanding fact about every man who has figured and will figure in this series, it is necessary to subordinate so universal a gift and elevate some strictly personal characteristic. Thus, ability to play auction is chosen from the list of the accomplishments of the subject of this sketch.

Mr. Binns is a Newmarket boy. He began his business career there, learning his trade in the tinshop of his brother, G. A. Binns. After three or four years' work in this branch of the trade, he went to Toronto and entered the employ of The Kemp Manufacturing Co., now the Sheet Metal Products Co. That was about the year 1893, and in the twenty years which have ensued, Mr. Binns has served in many departments and has gradually worked himself up the ladder. Fourteen years ago, he started on the road, covering Northern and Eastern Ontario and to-day he is in Halifax, representing the firm in the Maritime provinces.

It is one of the first points of salesmanship that the salesman must gain the esteem of his customers. Mr. Binns has won an unusually high place in the estimation of the hardwaremen he has called upon. In addition to a pleasing personality, he has the finesse which goes such a long way to hold a connection.

Where orders are trumps, G. W. Binns never scores chicane.

Outside of business, Mr. Binns has always had a hobby or two. In his younger days he was an ardent bicyclist—one of the kind who got up at 4.30 in the morning and drilled off thirty miles before breakfast. He acquired quite a reputation as a "speed merchant" in those days. As time went on, bicycling became rather too strenuous a sport and he now devotes himself to less arduous pursuits, such as auction bridge, which gives all the zest of competition without the personal fatigue which goes with physical exercise. He is still an ardent fisherman, however. Fishing seems to be the recreation most common to travelling salesmen; perhaps because it affords such scope for anecdotes. But G. W. Binns is a fisherman of deeds, rather than words. He is a master hand at whipping a trout fly through the alders and, unlike most disciples of Izaak Walton whose biggest fish are always those which get away, he has made it a point to catch the biggest ones.

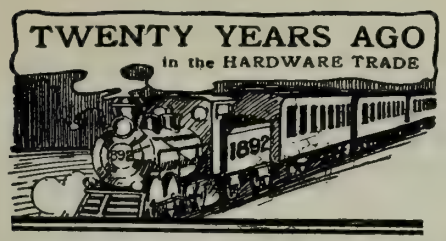
Mr. Binns, like most travelling salesmen, is a persuasive talker. He knows all there is to know about sheet metal products and can condense such a supply of 20-karat enthusiasm into a ten-minute canvass that he always gets an order. Where orders are trumps, he never scores chicane. He is keen on "doubling," when it is a question of business records, all of which shows that it often pays to apply one's hobbies to one's business.

PAYING VISIT TO CANADA.

Montreal, P.Q.—Alan H. Twentzman, director of Henry Rogers, Sons & Co., Ltd., has been paying a brief visit to Canada. During his stay he visited old customers in Quebec, Montreal and Toronto, and met with a hearty reception. The purpose of the trip was to look over the Canadian business of the firm with S. J. Coomber, who for a number of years has been known amongst the trade as Canadian manager of Henry Rogers & Sons, but who is now about to separate his connections with this firm to take up similar lines on his own account. This is the first time that the Canadian trade have had the pleasure of meeting a director of the firm for more than a quarter of a century.

APPOINTED AGENT.

Alex. Gibb, St. Nicholas Building, Montreal, has been appointed Eastern Canadian agent for the Forest City Bent Goods Co., London, Ont., manufacturers of carriage, wagon, cutter, and sleigh woodwork.



The following items were taken from the issue of Hardware and Metal of September 2, 1983:—

"The Consolidated Plate Glass Co., of Canada, have moved to their new quarters on Wellington Street, Toronto."

* * *

"E. Samuel, of M. & L. Samuel, Benjamin & Co., has returned after a week's absence in Montreal and Saratoga."

* * *

"'Turpentine is coming in to us in bad shape these days,' remarked P. J. McNally, manager of the Toronto Lead and Color Co. 'The trouble is in regard to leakages. I have just been figuring,' he added, 'and I find that on each of the six barrels I just had weighed there is a shortage of about ten gallons, or sixty gallons in all. On the whole carload there would be at least a loss of 10 per cent. to us. The car in question had been shipped from Savannah July 25 and did not reach Toronto until August 24, one month later.'"

* * *

"The Canada Screw Co., Hamilton, is now carrying a stock in Toronto."

* * *

"G. Hagerman, of Zephyr, was in Toronto this week on business."

* * *

"W. G. Wyatt, hardware and lumber, Verdin, Man., has moved to Selkirk West."

* * *

"Jas. McKim, Union, B.C., has been succeeded by Jas. McKim & Sons."

* * *

"The Wright Cement Co.,' of Hull, Que., has obtained a charter f incorporation."

Business Changes.

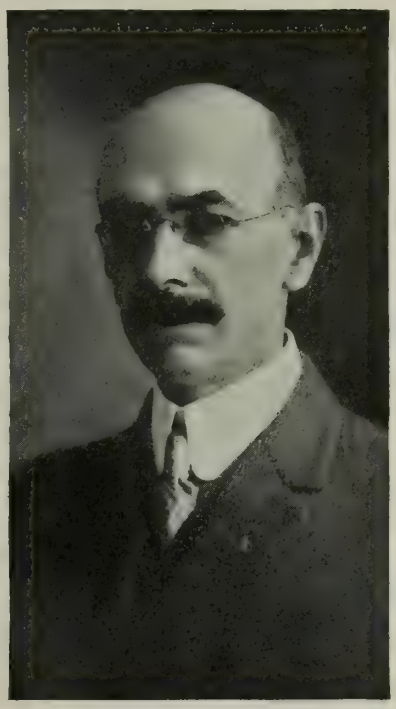
Forest, Ont.—Bert Culley has left to take a position in Reg. F. Scott's new hardware store at Guelph.

Lucan, Ont.—The hardware and plumbing firm of McComb & McLean was dissolved last week, O. L. McComb continuing the business.

ASSISTANT TREASURER.

At the last annual meeting of the directors of the Peck, Stow & Wilcox Company, G. N. Jacobi was appointed assistant treasurer, and an announcement to that effect has recently been sent out to the trade.

Mr. Jacobi has been for many years associated with this old-established concern, and through his former capacity as general sales manager enjoys a wide personal acquaintance among the company's customers, and the hardware trade in general.



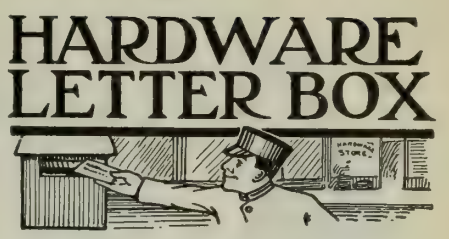
S. N. JACOBI.

The Peck, Stow & Wilcox Co., located at Southington, Conn., New York, N. Y., and Cleveland, Ohio, have an unbroken history dating from 1819 and are well known as manufacturers of mechanics' hand tools as well as of tinners' and sheet metal workers' machines.

Mr. Jacobi will make his headquarters at Southington, where the Eastern factory of the company is situated.

METHOD OF FINDING OUT HEATING CAPACITY OF TUBULAR BOILER.

A safe method to find out the heat radiating capacity of a tubular boiler is to find out the horse power and allow from 75 to 100 square feet to each horse power, and to find out the horse power, a simple rule is to measure up the heating surface of the boiler then allow 15 square feet surface for one horse power. This, of course, refers to low pressure not more than two pounds.



Cider Mills.

Dan Shannon, Marmora, Ont.—"Please furnish me with names of manufacturers of cider mills."

London Foundry Co., London, Ont.; Beatty Bros., Fergus, Ont.; Wm. R. Perrin & Co., Toronto; J. J. Roblin, Brighton, Ont.—Ed.

Expanded Metal.

The Marks-Clavet-Dobie Co., Ltd., Port Arthur, Ont.—"Will you kindly advise us of the makers of expanded metal in Canada?"

Steel & Radiation, Ltd., Toronto; Metal Shingle & Siding Co., Preston, Montreal, Toronto; Trussed Concrete Steel Co., Walkerville, Ont.—Ed.

Copper Tubing.

Bruin Bros., Lion's Head, Ont.—"Please give us name of manufacturer of Copper Tubing 3-16 inches inside measurement."

American Brass Co., Ansonia, Conn.—Ed.

RECIPE FOR LUBRICANT.

A very good lubricant to use on pipe cutting and threading is: Dissolve 3 lbs. linseed soap in 1 gallon of warm water and when cool it is ready for use.

Fire Losses.

Briercrest, Sask.—Fire at the rear of the Millar Hardware Co.'s warehouse was extinguished after doing damage to the extent of $100.

HARDWAREMEN SHOULD FEATURE GAS ENGINES.

(Continued from page 37.)

educational articles pointing out the uses to which engines may be adapted. He is the man who should follow up such articles with his salesmanship talk and by using the force of his own personality drive all arguments home.

The era of the gas engine on the farm is only dawning. A note has already been given of what the future may be expected to contain. To the hardwareman with the good proposition, a thorough knowledge of the powers of his engine, and energetic salesmanship there is a wide field, which contains many excellent prospects.

What Other Hardwaremen Do

Conducted dollar day sale—Have photographs taken of buildings —Pushing sale of paints in fall—Selling talks from ads.—A mechanical man in window—Doubled turnover in two years — Added auto accessory department.

DOLLAR DAY.

G. T. Ward & Son, hardware merchants, Stratford, Ont., recently took advantage of the dollar day sale conducted by the merchants of that city. A large number of lines were specially priced for the sale and in several instances several articles were grouped. One group of articles consisted of a razor, cake of soap and shaving brush, the three being sold for one dollar. In another group a handsaw and a hammer were offered for one dollar. Several lines of tools, sporting goods, fishing tackle, etc., were placed on sale.

* * *

A SUGGESTION.

No doubt there are many attractive buildings in your locality which have been painted with paint purchased at your store. There are also several large buildings, many of them farm buildings, which are covered with roofing purchased at your store. There may be some exceedingly fine silos in your locality in which cement purchased from you has been used. Would it not be a good plan to have a few of these buildings photographed? You could show them to prospective purchasers of paint, cement, roofing or other lines and no doubt you could gain the interest of the prospect much more quickly than if you did not refer him to some customer who has been a satisfied user of the line you are selling.

* * *

ADDING AUTO ACCESSORIES.

Geo. Taylor Hardware Co., Cobalt, have added an auto accessory department to their stock. They are now carrying automobile tires, tubes, patching rubber, moulded patches, rubber cement in tubes and cans. They expect to have the new department fully equipped in a short time and in addition to the present lines they will add such lines as tire covers, lights, horn bulbs, treads, chains, air gauges, sponges, wiping cloths, chamois leather, cleanser, polishes, etc.

Some time ago the firm conducted a floor sweeping campaign in which they described quite fully the ills that arise from dusty roms. They also dealt with the labor and inefficiency of the old style of sweeping. As a result of the campaign the firm sold a large number of carpet sweepers and vacuum cleaners.

Selling Talks from Advertisements

The hardest part of the housework is the washing when done with the tub and washboard. The ———— washing machine will do the work in a few minutes with less labor and will not wear or tear the finest fabrics. We will be pleased to have you call and have this washer demonstrated to you.—Northern Canada Supply, Cobalt.

Every house should have a convenient scale to check up materials purchased and weigh ingredients for cooking. These scales are accurate and reliable. No weights to lose. No poise to adjust. Simply place on the scale whatever you have to weigh and the dial pointer at once shows the exact weight.—T. McAvity and Sons, Limited, St. Johns, N.B.

Everybody's happy with a ———— Range in the household. It seems as though this Range has a way all its own of making firm friends of the family. "Ma" likes it because its such a good baker, and its burnished top makes it easy to keep clean—requires no blacking. Tickles "Pa" too, 'cause it has a small appetite. Of course Willie's strong for it. It saves him a good many trips to the wood shed.—Geo. Taylor Hardware Co., New Liskeard.

We are now offering the balance of our summer goods at bargain prices, rather than carry stock over. Goods have been reduced to cost price. A glance over the list below will convince you that this is a real money saver. Our stock is very limited and has been reduced to one or two of each article.—Northern Canada Supply Co., Cobalt.

Think what an outside paint has to stand. Hot summer's sun burning—dry weather—winter's freezing, sleet, wind and rain, and constantly changing temperature the year round. These are the conditions under which our paints make good. They stand the test of time so well the users are more than satisfied—they are enthusiastic.

A PAINT CAMPAIGN.

H. B. McDonald, Chatham, N.B., is pushing the sale of painting materials. In his newspaper advertisements he advises the public to use paint on their houses, fences, etc., and thus greatly improve the appearance of their property for the Exhibition. The appeal is a good one and should have a tendency to make the readers realize that it is their duty to do their share in improving the appearance of the town as well as their own property.

* * *

MECHANICAL MAN IN WINDOW.

An exhibit in the store window of Walter S. Fairweather, Sussex, N.B., attracted considerable attention recently. A mechanical man, run by a motor, was busily engaged sawing a board with a hand-saw. Occasionally he would stop and turn his face toward the window and after a short pause he would again resume his sawing. A number of show cards were used to inform the public of the good qualities of the saws on exhibition. The window contained a good display of hand-saws in addition to the automaton.

* * *

SIDEBOARD FREE.

E. F. Yency, Esterhazy, Sask., hardware, paint and furniture dealer is offering a sideboard as an inducement for customers to make cash purchases to the extent of $2.00 or over. With every two dollar sale the customer is presented with an envelope containing a key and if the key opens the lock on the sideboard the customer is presented with the sideboard.

* * *

MONTH'S SUMMER SALE.

Geo. L. Lander & Co., hardware, plumbing, tinsmithing and heating, Oshawa, Ont., is making an effort to conduct a cash business. Settlements for contract work, tinsmithing and plumbing, heating and repair jobs are due as the work advances and is finished. The firm have recently conducted a one month summer-sale in which all lines of summer goods were offered at 10% off regular prices.

* * *

FEATURING FIREARMS.

Smith and Gaetz, the hardware people, Red Deer, Alta., recently used a full page in their local paper to advertise the lines of guns and ammunition which they are carrying in stock. Illustrations of the guns were shown and full descriptions were given. Prices were also quoted.

Have Doubled Turnover in Two Years

The experience of McDougal's, Limited, Ottawa —The trade of the contractors is catered to particularly — Two salesmen work outside all the time—Leads are followed up and all contractors are seen regularly.

"Our business has increased over 100 per cent. in the last two years, in volume," states M. J. Skelly of McDougals, Ltd., Ottawa, Ont.

The line being followed up by this firm is the getting after the contractor's trade. "We have handled things in a much bigger way now," continues Mr. Skelly, "buying in many instances in car load lots. In selling to this class of customer we have practically no trouble with collections. The contractor gets his money regularly in comparatively fixed payments, and as a rule is a good man to do business with as well as one whose business is certainly worth going after."

McDougalls have one man continually out on the road, and one on outside work in the city. These salesmen follow up the taking out of permits, lists of which are received from the various city halls, and also from trade journals which make a point of publishing these.

Getting in touch with the different jobs in this way it is a short matter to get in touch with the various contractors. As soon as the names of these are secured, the firm sends out a list of prices on goods which will be especially suitable to the job on hand. This, according to Mr. Skelly, is one of the main features, to study the job, see what line of goods is most likely to be needed, and then put a price on these to the contractor.

Following up this typewritten list, comes one of the outside men, and by adroit salesmanship, and a price suitable to both contractor and jobber the deal, is wound up.

As one of the main features in the contractor's eyes is time, it is necessary to have a very extensive stock of goods on hand at all times, so that rush orders can be filled immediately from stock. This also puts the firm in a position to buy in car lots.

In addition there is a scope for many lines which otherwise would not be carried. For example wire rope and blocks were not previously handled by this firm. But as every contractor has to set up his derrick on every new job, his requirements in this line alone are very extensive. Around Ottawa too, and all towns in that neighborhood, blasting requirements are heavy. Scarcely a building of any size goes up, but what some blasting is necessary before the required excavation has been made. Here then is a line to be strongly featured, something needed by every builder, and also of no infrequent use to every farmer in the neighborhood.

These as well as many other lines are strongly featured. Wheelbarrows by the dozen, picks and shovels by the dozen, cement, crushed stone, blasting powder, wire rope, everything is handled in a bigger way than in the ordinary retail trade. This is the standpoint from which the firm regard the new aspect of their business with greatest favor, but not to such an extent that they overlook the increased profits.

FAILURES IN U.S.

The figures given by Kemp's Mercantile Gazette of failures in the United Kingdom for the four weeks ended July 26 show that during that period the total number of failures, including new bankruptcy proceedings and deeds of arrangement, was 516, an average figure for the time of year. In the United States, however, the month of July has been an unfortunate one for the commercial community, if one may judge by the statistics of failures which have just been published. These figures show that, with the exception of July, 1912, last month constituted a record in the number of commercial failures, the total being 1,169, with liabilities of £5,081,500, against 1,230 failures with liabilities of £4,024,200 in July, 1912. Last month's failures were divided among manufacturers 290, retail traders 829, and brokers and transporters 50, the corresponding figures for 1912 being 302, 889, and 39 respectively.

BRONZING RADIATORS.

When bronzing radiators or coils always have heat on as the liquid will run better and give a very flat brilliant effect on the radiators. This will answer with any kind of bronze or other powders.

SIZE OF COAL BIN NECESSARY FOR WINTER'S SUPPLY.

Many a heating engineer has been asked what size a coal bin ought to be and if he has any idea of the total amount the boiler or furnace should consume of coal during a winter. One safe rule is to allow 40 cubic feet for each ton of anthracite coal.

Current News of Hardware Trade

Increased Capital

The capital stock of the Continental Oil Company has been increased from $150,000 to $500,000.

Dunnville Merchants' Organizing.

Dunnville, Ont.—A meeting of the retail merchants here took place recently, when addresses were given by T. J. Maher and R. C. Doyle, representing the Retail Merchants' Association. A local organization is being formed.

To Manufacture Brooms.

Waterloo, Ont.—The Ontario Broom and Whisk Co. have started the manufacture of brooms, whisks and similar articles in premises on Erb Street, formerly occupied by Kroetsch & Boppre. J. Dorscht and J. Kenepple, of this town, are organizers of the new company.

Business Changes.

Manville, Alta.—Johnson & Everest, hardware and implements, have dissolved partnership.

Calgary, Alta.—The Sandstone Brick and Sewer Pipe Co., have been succeeded by Ceramics, Ltd.

Companies Incorported.

The Ecothermal Stove Co., of Canada, Ltd., Kingsville, Ont., have been incorporated for the purpose of manufacturing and selling stoves, ranges, furnaces, heating and cooking appliances, etc., with a capital stock of $100,000.

Fire Losses.

Amherst, N.S.—H. G. Hagen has suffered a fire loss.

Amherst, N.S.—Campbell & Connell, electrical supplies, etc., have suffered a fire loss.

Sault Ste. Marie, Ont.—The power plant of the Lake Superior Corporation was struck by lightning and partially destroyed by fire. Fifteen hundred men are temporarily thrown out of employment.

New Firms.

Hughton, Sask.—W. R. Stewart & Co. are starting a hardware store.

Compeer, Alta.—Mason & Wulff are commencing a hardware business here.

Edmonton, Alta.—J. G. Anderson has started a hardware and grocery business.

D. A. Williams has joined the selling staff of The Sharples Separator Co., Toronto.

Edmonton, Alta.—Robarts & Boon, wholesale hardware, have commenced business.

Wilcox, Sask.—A. E. Weston, tinsmith and hardware, has been succeeded by Cox & Weston.

Okotoks, Alta.—It is reported that W. J. Thompson, hardware dealer, intends resuming business here.

Personal Notes.

Saltcoats, Sask.—A. E. Harvey has joined the sales staff of I. G. Crossley, hardware merchant.

Montreal, P.Q.—Jos. Picard & Fils, hardware dealers, 1615 St. James Street, has sold to Z. Bondreau.

Montreal, P.Q.—J. O. Notman, of McKinnon, Dash Co., St. Catharines, Ont., was in the city on business this week.

Montreal, P.Q.—E. Fitzgerald, assistant general purchasing agent for the C.P.R., spent his vacation at Rye Beach.

Montreal, P.Q.—J. A. Berube, of the Montreal branch of the McClary Mfg. Co., leaves Tuesday for a week's trip to New York.

Montreal, P.Q.—C. M. Strange, sales manager of Lewis Bros., returned this week, after a two weeks' holiday at Cushings Is.

Castor, Alta.—Mr. Hamilton, of Woodstock, N.B., has taken charge of Illsey Bros.' tinsmithing and plumbing department.

Montreal, P.Q.—F. G. Smith, of A. C. Leslie & Co., is at present on a trip through the Maritime, touching chiefly at Halifax and Sydney.

Montreal, P.Q.—D. G. Smith, president of the Smith Hardware Co., sailed from Montreal last Friday on a pleasure trip to St. John's, Newfoundland.

The death occurred on August 24 of W. R. Hancock, Toronto, aged 83 years. The deceased was engaged in the stove and furniture business at Jarvis and Duke Streets.

Among the visitors in Toronto this week were: Jack Taylor, of Taylor Bros., Ltd., Almonte, Ont.; A. W. Wideman, Markham, Ont.; W. J. Heard, Fenelon Falls; N. McEachern, Barrie.

Montreal, P.Q.—Wm. Starke, president of Starke-Seybold, Ltd., also of the Starke Cooperage Co., returned this week with his family from the Old Country, where he has spent the past two months.

Frank B. Colver, a director of Geo. Wostenholm & Son, Sheffield, England, is at present in Montreal, and will make a trip through Canada and United States from coast to coast. He will return to England in about three months.

Montreal, P.Q.—Among recent visitors to Montreal are J. S. Messier, of Varenne, P.Q.; F. Gloutenay, Mont St. Hilaire, P.Q.; Arthur Laberge, Chateauguay, P.Q., and G. Daoust, of G. Daoust & Cie, St. Anne de Bellevue, P.Q.

HEAVY BUYING.

Cleveland, O., Aug. 28.—"The Iron Trade Review" to-day says: An important feature of the pig iron market during the past two weeks has been the very heavy buying of Southern pig iron. It is conservatively estimated that from 150,000 to 200,000 tons of this iron has been sold at $11, Birmingham. There is an active demand for basic pig iron in the Central West and prospect of a shortage. On the whole, the pig iron market is strong. In finished material, however, there is considerable raggedness in prices and the demand is irregular. This market is going through apparently the same settling process that was experienced by pig iron recently. More cutting of prices on shapes, plates and some of the lighter products is heard.

PUTTING WASHERS ON TAPS.

Many an hour is wasted by the sanitary engineer who is sent to put washers on taps which are situated at the bottom of a range boiler. He usually has to empty the boiler to do so, which takes more time by far than the putting on of the washer. Here is a way which does not require the boiler to be emptied. First see that all the hot water taps throughout the building are closed and do not leak. Then turn off the water supply at top of boiler and proceed to take the tap apart under boiler which needs repairing. At first a little water will run out but as soon as a vacuum is formed no water will run and the tap can be repaired with ease. It is always advisable to take a new tap with you in case the seat of the tap is too badly worn. This can be put on just the same without emptying the boiler.

HIGH GRADE TOOLS

We have recently issued a catalogue of High-Grade Tools used by

MACHINISTS
CARPENTERS
MASONS
BLACKSMITHS
ELECTRICIANS
PLUMBERS, ETC.

This catalogue will be found most useful for any merchant to have. Sell goods from it, send the order to us and you don't have to carry the stock.

If you have not yet received a copy, write for it to-day.

W. H. THORNE & CO., LIMITED

St. John, N.B.

Wholesale Hardware

To Dealers in Western Nova Scotia

My geographical position is such that the freight rates from Yarmouth are more favorable than any other point in Nova Scotia.

I carry a large and complete stock bought in the lowest markets and solicit your business.

E. K. SPINNEY, - YARMOUTH, N. S.

STEEL

Sheets and plates - any width up to 50 inches, any thickness up to one inch.

Merchant bars, shafting and heavy forging of all kinds.

PIG IRON FOR FOUNDRY USE.

UNSURPASSED EVAPORATION HIGHEST IN CARBON

COAL

LOWEST IN ASH BEST ALL ROUND STEAM COAL.

The Nova Scotia Steel & Coal Company LIMITED.

NEW GLASGOW, N.S.

"We want your business on a business basis."

It Is Safe To Do Business With Us

Wholesale Dealers in

Heavy and Shelf Hardware
Builders Supplies
Construction Supplies
Mining Supplies
Machinists Supplies
Mechanics Tools
Steam Fitting and Plumbing Supplies
Builders Hardware
Ship Chandlery
Fishing Supplies
Paints and Oils

You Take No Risk

If you buy an article out of our stock, and it does not measure up to your estimation of just what it should be, we will take it back without quibble. We will either exchange the article for you or refund you your money, just as you wish—it will be your privilege to decide. We will also pay the freight both ways. All you have to do is to return the article in good condition, say it is unsatisfactory, and tell us why—there will be no argument nor further questioning. It is our aim to have every transaction absolutely satisfactory—so we guarantee every item of our stock from the smallest to the largest.

We want your business on this basis

Our new service fulfils the old unwritten law of this institution that every sale made direct over our counters, through our representatives, or by correspondence, must be honest and sincere. The buyer must be satisfied.

Wm. Stairs, Son & Morrow, Limited

1810 HALIFAX, N. S. 1913

Eastern Canada's Supply House

TOOL HANDLES - LUMBERING TOOLS
Best Selected Material - Unequalled Finish

JAMES PENDER & COMPANY, Limited

ST. JOHN, N.B.

Manufacturers of

Bright Wire in Coils, Annealed Hay Wire, in Coils and Cut Lengths, Bright Wire Nails, "ACME" Coated Box Nails, Blued Box Nails, **"ACME" GALVANIZED WIRE NAILS.**

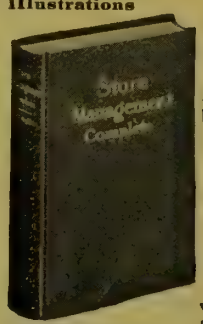
TOE CALKS, Blunt and Sharp, Standard and Long

Prices on Application.

A condensed ad. in this paper will bring results from all parts of Canada : : : :

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

These Are Lines

that any hardware dealer can handle—make more profit on than shelf hardware, and—satisfy customers

"World—Goetze" No. 2 Gaskets

Made of Elastic Corrugated Copper with Asbestos Lining

In these Gaskets are combined all the strength and elasticity of copper with the heat resistance and "Pack-ability" of asbestos. They make tight flanged pipe joints where nothing else will — where the best of other gaskets fail.

Price List on Request.

"Victor 200" Valve Discs

Made of Copper with Asbestos Core

thus allowing for expansion and transaction.

These Discs are for valves of the Jenkins or similar type. They are adapted for high or low pressure steam, hot or cold water, gas or air. One "Victor 200" Disc will outlast six vulcanized rubber or composition discs, because it will not crack or go to pieces like rubber discs. That's why "Victor 200" Valve Discs are cheapest from beginning to end.

¼ to 6 inch sizes in stock.

"Vitite"

High Pressure Compressed Asbestos Sheet Packing

An efficient and durable packing especially designed for high pressures. It is light in weight and stands the test. Equally efficient for packing any steam connection, making an absolutely tight joint.

Supplied in sheets 48 inches square, 1-32 and ⅛ inch thick.

"Flexite"

Asbestos Special Packing

This packing is as flexible as cord. It resists the highest pressures of saturated and superheated steam up to 400 degrees; oils, greases, alkalies. No waste! No loss! Genuine economy!

"Flexite" is easy to apply. Even the inexperienced can make a tight joint regardless of the shape of the part to be packed. Simply wind around the part as you would twine. No tools required.

Real merit is back of all the above specialties. The engineer who knows them uses them. If you would get a line on his trade, stock these specialties.

What's your address? Let us quote you our best trade prices.

T. McAVITY & SONS, LIMITED

MONTREAL ST. JOHN, N.B. WINNIPEG

The Value That Prevails In

The Admiral Furnace

Is a Positive Assurance of a Better Furnace Trade

The daily performance of this furnace is so efficient that the "Admiral" makes friends with every user.

Every sale will lead to other sales because the user is quick to recommend it to his friends.

SPECIAL FEATURES:

Large steel radiator giving a quick heat from fuel.

Large combustion chamber with flues 4x24 inches that do not clog up with soot.

Large double feed doors specially adapted for wood

Smoke pipe opening above the feed door which prevents the smoke from coming out of the door when feeding coal.

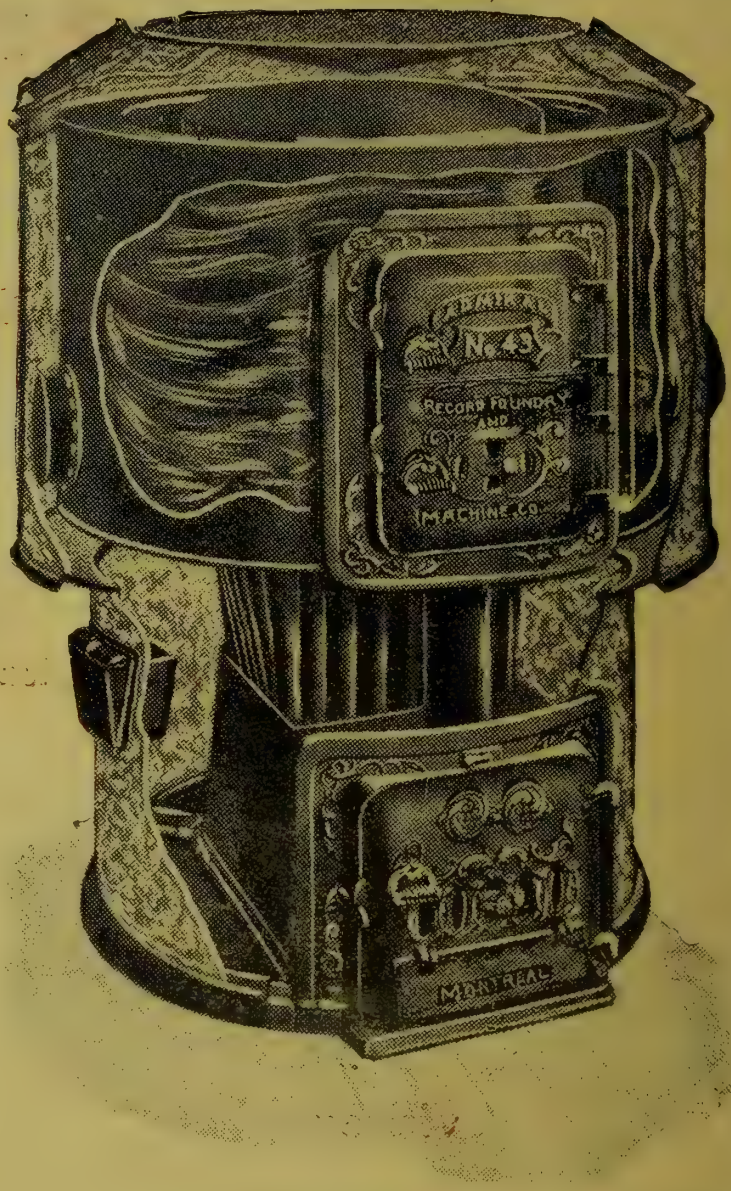
Gas tight radiators designed and contructed to provide equal expansion of all parts when heated so as not to open the joints.

The scientific construction of this Fire Pot is such that every separate RIB or SECTION forms a BRACE for the other, making it absolutely impossible for any two sections or ribs to WARP OR CRACK at the same place. The corners of the pot being perpendicular permit rapid clearance of ashes, thus giving quick radiation of heat. The top forms a COMPLETE CIRCLE, while the bottom a PERFECT SQUARE, thus allowing a large amount of grate surface.

Direct or indirect draft with gas explosion door.

Removable triangular grates.

Large ash pit with tight dust flue.



"Admiral" Grates

Burns Hard or Soft Coal or Wood

The "Admiral" Grate is of the triangular operating pattern, each pair of bars being operated independently by the use of a handle applied to the two centre bars. This is one of the most Perfect Grates on the market.

Mr. Dealer, now is the time to stock this trade winner. It is backed by a record of good service and our guarantee.

Let us furnish you with complete details.

The Record Foundry & Machine Co.

Foundries at MONCTON, N.B.

SALES AGENCIES AT

Moncton, N.B., Toronto, Ont., Montreal, P.Q., Winnipeg, Man., Vancouver, B.C.

Street scene in Newcastle, N.B., where the convention was held.

Fountain in the Public Square in Newcastle.

Maritime Board of Trade in Session

Business Men of Eastern Provinces Meet in Newcastle—Government Asked to Restore Former I.C.R. Freight Rates—Commission Requested to Equalize Taxation—Purchase of Historic Sites—Important Topics handled in Business-Like Manner—E. T. Higgs, Charlottetown, the New President.

(By a Staff Correspondent)

NEWCASTLE, N.B., August 27.—The nineteenth annual meeting of the Maritime Board of Trade was held at Newcastle town hall, Wednesday and Thursday, August 20 and 21.

There was a fair attendance of delegates and the president, Matthew Lodge, called the meeting to order promptly at eleven o'clock. The president called at once upon the secretary, Mr. Williams, to read the minutes. It was then decided to adjourn until 2 p.m., when it was expected other delegates would be present.

Welcomed by the Mayor.

In the afternoon, the Mayor of the town, C. F. Morrissey, opened the meeting by welcoming the visitors. He was glad to have the Board delegates with them; glad to give them a chance to see the attractiveness of Newcastle, and he hoped they would all enjoy their stay in the town.

The President of the Maritime Board replied briefly, stating that he was always glad to visit the North Shore. The president then proceeded with his annual address.

President Lodge's report emphasized the necessity for providing all possible facilities for increasing the usefulness of St. John and Halifax as shipping ports for transcontinental freight. The Intercolonial management had agreed to adjust the new freight tariff to within ten per cent. of the old. He advocated the employment of a permanent secretary to give his whole time to the work.

The address was adopted amid applause. The secretary then read his report as follows:

Report of the Secretary.

The Annual Meeting of the Board held at Truro on 21st and 22nd August last was characterized by an earnestness which presaged a greater interest in the work of the Maritime Board.

With a view to obtaining better results from the Board's deliberations and resolutions it was arranged that a deputation consisting of as many delegates from the Boards represented at that meeting as could attend should wait on the Prime Minister as early as possible after the Christmas recess and submit to him the resolutions on which action was desired from the Federal Government.

E. T. HIGGS.
of Charlottetown, P.E.I., who was elected president of the Maritime Board of Trade. Mr. Higgs is the youngest president the board has ever had, and has been in Board of Trade work most of his life.

The delegation waited on Rt. Hon. R. L. Borden, Premier, on Tuesday, 18th February, 1913. As their Departments were interested in the resolutions the Hon. Premier called in Hon. Frank Cochrane, Minister of Railways and Canals, Hon. J. C. Doherty, Minister of Justice, and Hon. Sam Hughes, Minister of Militia. A very patient hearing was accorded the delegation. As the President will deal at some length with this matter in his report it is unnecessary for me to deal more fully with it.

On October 31 last I sent out a circular enumerating the resolutions that had been passed at the annual meeting, and requested that the several boards would bring the same to the attention of the members of Parliament for their respective districts.

On January 3 last another circular was sent all Boards notifying them of the date fixed for meeting with the Premier at Ottawa and requesting the appointment of delegates.

Suggests a "Visiting" Secretary.

While good work has been done by the Board during the past year and some results secured, yet the result in the aggregate is not as great as should be expected from a representative gathering of the business men of these Maritime Provinces.

I have been unable to obtain any response— financial or otherwise — from many of the smaller Boards, and I know several are in a moribund condition. How best these latter can be revived,

and the others brought into a vigorous condition is a problem this Board is called upon to face if the work is to be accomplished that is needed.

It has struck me that the election as secretary of someone whose duties take him over the Maritime Provinces (a commercial man or insurance agent) might afford the opportunity of meeting with the smaller Boards, and spur them into activity. At present the revenue of the Board is too limited to permit of the payment of travelling expenses, or for the services of a person to give a good portion of his time to this work.

Whether delegates from some of the larger centres could be induced to make an occasional visit to the Boards subsidiary to such centre is a matter for consideration. It might well repay in increased business between the outlying communities and the centre, and justify the expenditure of time and fares.

In addition to the Notices to the Boards invitations have been sent to all the members of Parliament and of the Local Legislatures of the three Provinces, to attend this present meeting.

Respectfully submitted,
T. Williams, Secretary.

The report was adopted.

Single Tax Advocate.

The question of calling attention of the local governments to the advisability of revising the present system of municipal taxation was taken up by Ald. H. H. Stuart, of Newcastle Board of Trade. He dealt at great length with the various forms of municipal taxation in vogue in different places. He felt that the present time was ripe for the establishment of an increment tax. He quoted various authorities, including ministers of the gospel and certain members of Parliament.

It was evident from Mr. Stuart's paper that he was an ardent disciple of the single tax propaganda as he spoke steadily along the lines laid down by the late Henry George.

He was heard with great interest. He suggested the following resolutions:—

"Be it resolved that this Maritime Board of Trade request the Governments and Legislatures of the Provinces to pass at their next session, bills providing that any county, city or town in their respective provinces shall, upon a majority vote of its qualified ratepayers voting, have the power to reduce or abolish within its jurisdiction: taxes on polls, improvements, personal property and income or any one or more of these to raise its revenue by means of a land tax or without a poll tax and with or without a system of business licenses; also that copies of this resolution be sent to the provincial premiers and opposition leaders."

It was seconded by Hon. Mr. Morrison. He emphasized the fact that he did not wholly agree with the resolution but wished by his action to place the subject before the meeting. Mr. Lodge said he would greatly like to see the resolution discussed. It was a big subject. In Moncton they were heavily taxed. He found in the West that they had a great interest in the question of revising taxation.

J. D. Creaghan opposed the resolution, yet he expressed some sympathy with Mr. Stuart's ideas. most of which he regarded as impracticable.

Present System Bad.

Hon. Mr. Morrison spoke of the difficulty of taxation in the provinces. He heartily supported the resolution where it referred to taxing vacant land to the fullest degree. No one would question that the present system was a bad one but Mr. Stuart did not offer a satisfactory remedy. He did not think any Legislature would accept the resolution but he would like to see some memorial sent to the governments so that taxing systems should be improved in some way

Home Rule to Municipalities.

Captain Read took pleasure in supporting the resolution because it merely meant giving home rule to every municipality and would give them a chance to adopt, if they wished. single tax.

The Captain dealt carefully with the Henry George theory and pointed out that the unearned increment was an outrage to civilization. There was nothing objectionable in sending the resolution to the governments; in fact, he would like to see it crystallized into law.

A. L. Loggie, M.P.P., stated that the personal tax was not considered equitable by the people of the Maritime Provinces. He cited the system of pro rata value taxation in vogue in Ontario and claimed it was satisfactory.

He also referred to the inflated real estate value of the West which he thought had much to do with the increased cost of living. He preferred the Ontario system and would like to see it in force in the East. He did not think small municipalities should be trusted with such power, but he believed the parties who had it in hand would see it to a successful issue.

Mr. Milner also spoke in favor of the resolution.

Taxation of Church Property.

Dr. Walker gave his reason for supporting the resolution that he wanted to see the matter brought before the governments. He favored a universal system of taxation. He referred to the abuse of the income tax and illustrated how some men worth a million paid very small taxes, while comparatively poor men paid almost as much. He favored taxation of all church property.

Mr. Mersereau also spoke.

Mr. Saunders, secretary of the Halifax Board of Trade, told how he had written various cities of the United States, including Cleveland, Ohio, and he explained how their system was carried out. He believed Halifax was going to adopt that system known as the Unit System. Each place would require to have a system especially suited to their city or locality.

Assessors, Not the System.

Mr. McLaughlin said that the chief fault with the existing system was with the assessors rather than the system.

Failure in Vancouver.

T. Williams spoke as an experienced assessor in Moncton, where he said he had an unhappy experience. The great difficulty was to find out the personal incomes of citizens. He had been in Vancouver lately where the single tax was considered unsatisfactory. This was owing largely to the inflated value of lands. There was a shortage of revenue now. He favored the resolution, not be-

TOPICS DISCUSSED AT THE CONVENTION.

Reforms in system of taxation—Resolution adopted.
Local option in taxation voted down.
Abolition of fishing leases to clubs or individuals disapproved, and licences favored.
Purchase of historic sites and erection of monuments by Dominion Government recommended.
Unfair discrimination in passenger rates.
Increase in freight rates on I.C.R. denounced.
Winter service with P.E.I. supported and equalization of rates.
Prosperity of Prince Edward Island.
Increasing branch lines on I.C.R.
Development of agricultural and technical education.
Council of Board of Trade to be chosen.
Agent in London of I.C.R. to induce settlers to come out.

cause he believed in it as a whole, but because it would stir up something.

Single Tax Would Not Work.

Mr. Lodge again spoke on the subject and said that usually a man who owned some land did not want single tax, while the man who owned nothing, wanted it. He told of his experience in Moncton where he paid taxes on vacant land and yet he could not get improvements. He did not believe single tax would ever work in any country. He might be wrong but that was his conviction. He knew the spirit of that resolution was impracticable. The home rule idea would not work out. He was absolutely against the resolution. He thought the workingmen who paid very little taxes wanted to control the government. He believed Mr. Stuart presented the idea in good faith, but it was not presentable to any government. It meant single tax pure and simple. (Applause).

Mr. Stuart again defended his resolution, pointing out that the workingman paid all the taxes. He was not particular about the resolution so long as some common sense movement was made to stir up the government.

Rev. Mr. McArthur suggested that an amendment should be made.

It was moved and seconded and adopted that the subject be left over till evening for further discussion.

No Special Fishing Privileges.

The next subject was the abolition of leasing of river fisheries. Mr. Morrison, on behalf of the Newcastle Board, said he had to take up the question for an absent member. It was just that the local government should be asked to abolish the present system of leasing streams to clubs and individuals to control the fishing privileges; and the adopting of the system of licenses for fishing on streams the same as in the case of hunting game.

In the absence of Ald. Miller, Mr. Morrison moved the adoption of the resolution. This was carried.

Capt. Read wanted to know how much revenue was obtained from leasing privileges.

Mr. Morrisey, who is Minister of Public Works for New Brunswick, stated that the revenue was about $30,000, he thought, but at the present time they had no privileges to lease; in fact, they had tried to get revenue in the way suggested and they could not get enough to pay a warden.

Mr. Wood also spoke.

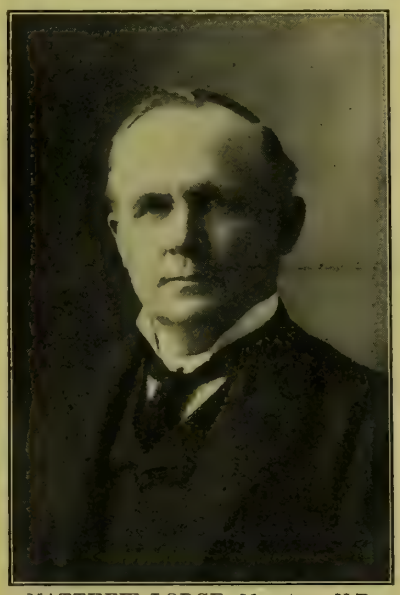
Mr. Saunders pointed out that when he saw this subject on the programme he enquired at Halifax, and found that the Department of Marine and Fisheries still controlled all inland fisheries; hence such a resolution would not effect Nova Scotia. At the same time they were interested as they had troubles.

Mr. Belyea pointed out that statistics showed a revenue of $49,000 from game licences and $17,000 for fishing licences.

The large number of special rivers and streams were owned by American clubs.

Mr. Lodge said he welcomed the outsiders and the best revenues, and the distribution of money came from the good spenders of outside points. He would like to see the subject brought up next year in stronger form. He had fished up the Miramichi and it had cost him dearly as the fish could not get up. He referred to the deadly sawdust which killed the shad fisheries on the Bay of Fundy. Down at Five Islands and at Shubenacadie Rivers, sawdust and heavy netting had killed the fish.

Hon. D. Morrison was surprised that Mr. Lodge did not know that in the Miramichi they had not a grain of sawdust, as it was illegal. All the governments, to his knowledge, had taken great precautions to preserve fish.



MATTHEW LODGE, Moncton, N.B., Past President, who has been a prominent worker on the Board.

Amusements for Canadians.

He was in favor of keeping natural amusements for their own people. The government at present charged the outsider more than they did the native, for privileges. The object of the resolution was to give local people more privileges.

The resolution was carried.

Historic Sites.

Mr. Milner, of the Halifax Board of Trade, introduced the subject of the acquisition by the Dominion Government of historic sites in the Maritime Provinces and their marking by suitable monuments. He referred to this country possessing the most interesting history of any part of North America. The places he proposed acquiring and marking were Bloody Creek, near Bridgetown, N.S.; Grand Prè, where Colonel Noble's command was wiped out, and from where the Acadians were collected and deported; Fort Point, in Lahave River; Canso, where the Americans and French had conflicts; Port Joli, at the mouth of Charlottetown Harbor, where the remains of the old fort still exist; Fort Moncton, in Westmoreland County, N.B.; Beaubaris Island, in the Miramichi, a resort of Boishebert; the Deny's Establishment and the St. Charles Convent, sites at Miscou, and a number of places on the St. John River. Fort Cumberland (Beausejour) and Louisberg, now owned by the Government, needed some repair works to preserve the ruins in their present state.

The speaker met with a hearty reception. He pointed out that he had approached different Federal Cabinet Ministers on this matter, but was told that they could not expend the necessary money in that way. He presented the following resolution, which was adopted:—

Resolution for Purchase.

"Whereas, the territories embraced within the limits of ancient Acadia, first settled three hundred years ago, being the first European settlement made in America, north of St. Augustine, wherein the struggle for supremacy took place, were the scene of many conflicts in the French, Indian and revolutionary wars, and were associated with many historic individuals and with deeds of valor and heroism, and with acts of self-sacrifice and patriotic devotion;

"And whereas, except in five cases, the sites of such scenes have passed into private hands, and in no case, but one, has the Federal Government taken any steps to preserve and perpetuate such sites for the benefit of future generations;

"Resolved, that this Board of Trade strongly recommends the Federal Government to acquire by purchase or otherwise such historic sites as they do not now possess, and to mark the same by appropriate monuments, and also that the management and perpetual keep of the same be placed in the hands of a Government department or commission; also that copies of this resolution be sent to the Right Honorable R. L. Borden and Honorable Messrs. White, Foster, Hazen and Col. Hughes."

Descendant of a General.

Captain Read, in seconding the resolution, said that Mr. Milner in asking him to do it must have been inspired, as he himself was a direct descendant of the general who took old Fort Beausejour. He thought there was nothing so dear to all right-minded people as sentiment. It was a shame that the Govern-

ment neglected these old relics of a national history, and a history of which all Canada should be proud. He was proud to be the great grandson of the first Englishwoman who ever drew breath in the County of Westmoreland. (Applause.)

Messrs. Stuart and T. W. Butler also spoke.

Interprovincial Highways.

Interprovincial highways was the next subject. It was taken up by T. W. Butler, of Newcastle. The idea was, he said, that this board should co-operate with all other authorities, Provincial and Dominion, with respect to furthering the construction of interprovincial highways across Canada. He moved the adoption of a resolution covering this question. This was carried.

Passenger Fares.

Discrimination in passenger fares was then discussed by Mr. Belyea on behalf of the Newcastle Board. He brought a resolution that the attention of the Railway Commission be drawn to the unfair discrimination of the Transcontinental and other railways in passenger rates.

He felt that the Eastern country had many rights which the Western people begrudged them.

Mr. Belyea digressed here by giving some of his experiences in the West.

The resolution was carried, being seconded by Capt. Read, who emphasized the fact that the Maritime Provinces should awaken to their interests.

Rev. Mr. McArthur reported what he had heard in regard to "nasty" remarks about the East, as the "effete East," etc. He dwelt upon how many great men had been sent West from the East. (Applause.)

Possibilities of the East.

E. T. Higgs spoke of the possibilities of the Maritime Provinces, and pictured great things. The whole East should keep up their courage and look keenly after their interests..

Mr. Lodge pointed out that some transportation companies gave a rate to Calgary or points West which was less than the rate to St. John, N.B.

T. W. Butler spoke in favor of the resolution.

Dr. Price, M.P.P., of Moncton, thought it might be well to advise the Federal Government to appoint, on the other hand, a representative of the I.C.R. as well as of certain lines of steamers and see if something could not be done for the provinces. It would be a good move for the Board to do this. (Applause.)

Mr. Lodge advised Dr. Price to prepare a resolution on this subject and bring it in later. He was in sympathy with it, because he recently visited Britain and saw how badly neglected the provinces were by the immigration authorities.

Adjournment was then made until evening.

EVENING SESSION.

Promptly at eight o'clock President Lodge got down to business again. He went straight at the single tax resolution of the afternoon.

Hon. D. Morrison came forward with the following amendment to Ald. Stuart's resolution:

"That this board, recognizing the general distribution of the burden of civic and municipal taxation, particularly with regard to arriving at a correct valuation of personal property and

CHAS. J. MORRISSY,
son of Hon. Jno. Morrissy, and Mayor of Newcastle, N.B., who welcomed the Maritime Board of Trade members.

income, memorializes the local governments to appoint commissions at the first session to investigate the grievances complained of with a view to providing a remedy."

The President then put the amendment. and it was carried, with Mr. Stuart alone opposing it.

Mr. Stuart rose to a point of question, and asked that in the amendment some date be inserted for a commission to report, so that promptitude would be in order.

Mr. Morrison said he had no objection to allowing the insertion of something that would mean immediate action.

Opposed the Commissions.

E. T. Higgs spoke on the subject, and said he did not approve of either resolution, and this matter should be left with the city councils of different places. He thought they were going out of bounds. He was opposed to commissions, and he would suggest that the whole matter be referred back.

Mr. Morrison defended his resolution, because he said it was easy for Mr. Higgs to say what he did, because they had no municipality tax on the Island. Let the matter go before Parliament, and then the councils might act. Each council would have a different idea. It was unanimity they wanted.

Mr. Woods also spoke.

Mr. Higgs brought in the question of inferior cars on the I.C.R. He was glad to report that the railway authorities had dealt promptly with this grievance. He, therefore, said it was useless to press that. He read a letter from the railway explaining what the company had agreed to do. He paid a great compliment to the new Board of Management of the I.C.R.

In the absence of Amherst delegate, the subject sent by them—namely, provincial ownership of the telephone systems of the Maritime Provinces, was left over. Mr. Saunders, of Halifax, said he was anxious that nothing hasty be done.

Winter Ferry and Rates.

The matter of a winter ferry between Prince Edward Island and the mainland was brought forward by the Charlottetown Board, represented by E. T. Higgs. He said Summerside had a similar thought in this subject, and he would ask a champion of the cause, Captain Read, to deal with the question.

The resolution was meant chiefly for the winter service, which was controlled by the Federal Government.

Captain Read then stated they would merge two resolutions into one, and he moved it, seconded by Mr. McDonald, which was carried as follows:

"Resolved, that on the completion of the car ferry between Prince Edward Island and the mainland the freight rate on the water distance be the same as for equal distance by rail, to the end that freight rates from and to points on the Intercolonial and Prince Edward Island Railways be treated as for one continuous haul, and also that the same principle of a continuous haul be applied to the rates for winter service by Government steamers."

Capt. Read explained their difficulties by showing that the through freight rates from Winnipeg to North Sydney were 25 cents per hundred, and from Summerside to Sydney the rate was just the same.

He understood that the Government had already agreed to give them part of what they wanted, and this resolution was put forward with a view to strengthening their hands.

Dr. Price asked if they had any as-

surance that a passenger service was included in this.

Mr. Higgs said it was.

Dr. Price said he was glad. He hoped that it was recorded good and strong. The question was vital to all the provinces. He believed this matter of transportation had the sympathy of the entire provinces. If a tunnel were ever thought of in a practical way, New Brunswick would be the first to support it.

Mr. McNeill spoke vigorously, saying that the fact that such a resolution had been necessary was an outrage. Confederation owed this to the Island. He created a great laugh when he said the subject would carry everything before it—in fact, it carried the whole Island at the last election.

The Island Prosperous.

Mr. McDonald, of Summerside, dealt with the question sympathetically. He said they had been badly treated on the Island. He was glad that New Brunswick was always in sympathy with them. He read a paper showing by figgures the big development of the Island during the last ten years. He showed how the average farm in Prince Edward Island was worth $800 to $900 more than those of Nova Scotia or New Brunswick. The people on the Island had from eight to ten millions of money in the bank, and if they could get the transportation facilities in order they would be all right. (Great applause.)

Mr. Lodge also spoke on the subject, pointing out how the Government was building railways in a fruitless section of the West, yet P. E. Island was badly neglected by every Government. He hoped they would soon get what they so well deserved.

The increase in I.C.R. freight rates was the next subject, coming from four different boards—namely, Sackville, Truro, Moncton and Summerside.

Mr. Lodge said he had a shipping bill giving the new rates of the I.C.R.

Capt. Read said this was the most vital question before the board. He pointed out that the I.C.R. was never intended to be a revenue-producing railway. He presented the resolution as given elsewhere. This was seconded by E. T. Higgs.

Built Under Conspiracy.

Capt. Read spoke at length upon the history involved in the various elements of the resolution. He maintained that the Prince Edward Island Railway was built under conspiracy. It was too long a story to tell it all, but it was taking the Island into confederation under duress. When the Island went into confederation she had no debt at all except this railway. When she entered the Dominion she shouldered one-fortieth of the combined debts of the Maritime Provinces.

Milk Cow of the East.

He emphasized the fact that the Board must go on record strongly on this point, that the government roads were never meant to be revenue-producing and the Government road managers had no right to attempt such a move. The whole Western country had been making a milk cow of the Maritime Provinces.

The decrease of population on the Island was most regrettable and it was time to stop. The intense patriotism of the Maritime Provinces had just depleted their population, and that patriotism should be changed into civism.

He then dealt with the old question of making the canals free some years ago, and gave a most graphic and interesting description of trade rivalry between New York and Baltimore as regards Canada and how the Erie Canal was made free in 1879, leading up to the making free of all the Canadian canals. He showed how these canals being made free, save the Canadian trade, and yet the Government railway had the impudence to turn around and say the railway did not pay. The concession which the Maritime Provinces made in free

A DECADE OF NEW BRUNSWICK PROGRESS.

AGRICULTURE—This industry has been greatly stimulated in New Brunswick in the last ten years, and the farmers are developing along much more practical and economical lines. Several agricultural schools have been opened through the province and immigrants who want to learn farming, under local conditions may attend these schools free of charge. In addition to this agricultural trains, stocked with samples of New Brunswick produce and accompanied by experts, are being sent through the rural districts, and lectures given at different centres.

The present government has organized a "Ready-made Farm" policy. Large tracts of acreage are bought and divided into easily worked farms. These are equipped with houses and necessary machinery and sold to the immigrant at cost price plus a small interest charge.

LUMBERING—The lumber business, which has for years been one of the staple industries of New Brunswick, has developed a largely increased market in the United States in the last ten years. A good market has also been developed in Ontario and Quebec for N.B. lumber, and large shipments are being made to these points. The English market has fallen off on account of high freights and competition of Russian lumber.

MINING—The immense iron deposits of Gloucester County, N.B., have been developed by the Canada Iron Corporation of Montreal, within the last ten years. 85,000 tons of ore was exported from these mines last year.

Within the last two or three years work has been commenced on the development of the valuable oil shale deposits of Albert County, N.B.

The development of natural gas in Albert County has been nothing short of wonderful. The wells have a known capacity of 80,000,000 feet daily, at a pressure varying from 200 to 600 pounds.

FISHERIES—The fishing industry in New Brunswick is increasing each year, and more weirs are put down as larger markets offer. A sardine and fishball canning factory has lately been established at Chamcook in Charlotte County, which has practically placed a new town on the map of New Brunswick. The value of New Brunswick fisheries last year amounted to $4,886,157; an increase of $752,013 over the previous year.

SHIPPING—The shipping business has been steadily and rapidly increasing. Ten years ago the exports from the port of St. John during the winter season amounted to $14,503,747, fifteen years ago they valued $4,848,768. Last season there were 146 sailings from this port carrying exports valued at $31,759,236. There were over nine million, four hundred thousand bushels of grain alone shipped through St. John last season, and facilities cannot be provided too quickly at this port to accommodate the rapidly increasing commerce.

canals for Ontario was a fair exchange for the Government railways.

Ontario Should be Generous.

Mr. Lodge said Captain Read's part in the securing of the free canals for Ontario was a great compliment to his generous nature. He would like to see the speech made by Captain Read reported very fully. The Province of Ontario had benefited more by the I.C.R. than any other province, and they should show some generosity in this case of increased freight rates. The increase in freight rates was an outrage. It should never have been done without a year's notice at least.

The banks of the Maritime Provinces had been gobbled up by Western financiers. The East had been milked financially by the West. He named special Western banks down here as "milkers." He felt that in this bank matter he voiced general sentiment. On the question of freight rates there was but one opinion and it was unanimous that they should never have been raised.

Halifax Opposed Increase.

Mr. Saunders corrected an erroneous report that Halifax Board of Trade had supported the action of the increase of rates. The Board had not, and on the other hand, opposed it.

Hon. D. Morrison spoke vigorously in support of Captain Read's speech and resolution and the question was put and carried with one voice.

Nominating Committee.

The nominating committee was chosen as follows: Captain Read, Mr. Lodge, and Dr. Walker, and they were asked to report on Thursday.

Invitations for Next Year.

Captain Read, on behalf of the Board of Summerside, asked the Board to meet next year in their town. He set forth some of the attractions of the Island and Summerside especially.

Mr. McDonald, also of Summerside, seconded the Captain's invitation and emphasized it.

Mr. Jenkins extended an invitation to meet in Charlottetown.

Mr. Butler moved that Captain Read's invitation be accepted.

E. T. Higgs wished the Board in Charlottetown and wanted the matter referred to the nominating committee.

"No! No!" shouted Mr. McDonald, "We'll have a vote now." (Laughter).

The motion was carried to meet in Summerside, P.E.I.

Hon. D. Morrison, on behalf of the Newcastle Board, invited the delegates to an outing on the River Miramichi on Thursday afternoon, and also asked them to attend a banquet at Hotel Miramichi, Thursday night. Mr. Lodge thanked Mr. Morrison on behalf of the board.

A letter was read also inviting the visitors to visit the new bridge works being carried on by the Foundation Company.

The board then adjourned until Thursday morning at 9.30.

THURSDAY'S SESSION.

At Thursday morning's session the first business was the report of the nominating committee as follows:—

President—E. T. Higgs, Charlottetown, P.E.I.

First Vice-President—E. A. McCurdy, Newcastle, N.B.

Second Vice-President—E. N. Rhodes, M.P., Amherst, N.S.

E. A. McCURDY, Newcastle, N.B., Secretary of the Newcastle Board of Trade, who entertained the delegates. He is manager of the Royal Bank there.

Secretary-Treasurer — T. Williams, Moncton, N.B.

This was adopted unanimously.

Mr. Lodge then asked Mr. Higgs to take the chair, and in doing so, he said his duties were ended. He read a telegram from the Sydney Board of Trade asking the Maritime Board to meet in Sydney. He spoke highly of Mr. Higgs, and hoped for greater things during the coming year. "If Mr. Higgs is properly supported great things will surely come."

Mr. Lodge also in passing paid a neat compliment to the MacLean Publishing Co., mentioning especially the representative, who, he said, had reported the proceedings in the most thorough and satisfactory manner. (Applause.)

Mr. Higgs, the president-elect, made a stirring speech, and painted rare possibilities for the Board of Trade, emphasizing the strength of the provinces.

He believed that Boards of Trade were most important bodies and publicity coupled them with importance. Every delegate should return home with a determination to increase the membership of local boards. Get new blood in the committees and keep organizing and agitating so that the Governments must listen. The whole country should be better advertised.

"Knocking" the Board's Work.

He regretted that the local trade paper should knock the work of the Maritime Board. When a publishing house of Ontario thought enough of the East to come down here and report the proceedings, it was a grave reflection on the local paper to which he referred.

The Treasurer then presented his financial statement, which was audited, found correct and adopted.

Mr. Saunders and Mr. Jenkins were appointed auditors.

The next subject, proposed by Chatham Board of Trade, was the taking over of branch lines by the I.C.R. This was dealt with by J. Y. Mersereau. He named the various lines which should be taken over. The following resolution was passed:

Branch Lines of I.C.R.

"That this assembly of the Maritime Board of Trade recommend that the Government be encouraged in the taking over of branch lines of railway in the Maritime Provinces.

"Further, that the Government be memorialized to extend and encourage the building of branch lines for the proper development of the Maritime Provinces, and that no existing lines be discontinued."

Agriculture vs. Classics.

Mr. Belyea, of the Maritime Board, dealt with the question that the Board urge upon the Provincial Boards of Education the advisability of introducing more agricultural and technical education into the common schools to the exclusion (if necessary) of classical and higher mathematical subjects.

He spoke of the uselessness of many subjects taught in schools and of the fact that it was not long since it was a common belief that a man who had no brains could at least be made a farmer. He was a believer in technical agricultural education.

It was moved by Mr. Belyea, and seconded by J. D. Creaghan, that the resolution should be adopted. Carried.

Mr. Creaghan said that in New Brunswick there was a want of agricultural education, and he would like to see some improvement in this connection.

Dr. Walker, of Truro, said he was glad to see a body of business men taking an interest in a subject of this kind. It was a good sign. The work of the Conservation Committee was referred to

as beneficial. It had stirred up a splendid effort. In his town he found most children left school at from 12 to 15 years of age. The curriculum betrayed a lack of anything practical. Much was being accomplished by manual training and domestic science. Both sexes required equal attention. This applied to the larger centres and did not reach the rural schools. Higher institutions were impracticable also, and failed to make a student able to earn any large amount of money by its inability to equip him with a definite training.

Educational bodies were rather set in their views, but they were being gradually forced into flexibility.

He suggested that every afternoon be devoted to practical or technical work by visiting mills, shops or factories, and later, when they grew stronger could serve in these places.

In the small territory of the Maritime Provinces there was just a little peril in the multiplicity of colleges. He felt that perhaps the union of some of the many institutions in the East into one great Maritime College would have placed the school on a par with the big universities of the world. He was not condemning the existing colleges but he would like the evolution of practical college life. (Applause.)

Mr. McDonald of Summerside, said he thought there was too much fancy education and the 3 R's were still paramount. He believed the teachers should be more practical. The will power and inclination of pupils should be studied more. He had raised a family of eleven and he knew. One of his daughters had learned a lot of Latin and hardly had she been out of school before she was married and what good was the Latin? (Laughter and applause.)

"Mean" Pay, Poor Teachers.

H. H. Stuart wanted a slight change in the resolution by altering a few words, eliminating the words "classical and mathematical," and inserting "less important." Too many low grade teachers were employed. In fact there were many schools where no teachers at all could be obtained. Low grade teachers were caused by the "mean" pay they were given. Compulsory attendance was necessary. It should be followed up to the age of 16. There were exceptions. Poor children should be looked after by the government.

Captain Read seconded Mr. Stuart's suggestion in regard to the changes in the resolution. He was a believer in mathematics and it was by all odds one of the most important of all subjects. He referred to the German nation's advancement through technical education. He believed the old school books used in the schools of the provinces, years ago were much better than those of to-day.

NOVA SCOTIAN ACTIVITY.

Fishing, shipping, mining and fruit growing are among the most prominent industries of Nova Scotia. These have been rapidly increasing in the past ten years and with a great many shrewd Scotchmen behind many of the big projects they are bound to increase for many more decades.

APPLE GROWING—One of the activities that Nova Scotia looks forward to each year is the shipment of apples from the Annapolis valley to the London market. Two years ago the quantity for export was 1,500,000 barrels; last year it was about 1,000,000, but unfortunately this year it is not likely to exceed 600,000 bbls. This does not mean that the crop is steadily becoming less; it shows merely to those who know that there are fluctuations in the crop. The apple crop next year may be 2,000,000 barrels, and the confident expectation is that before long Nova Scotia will have 5,000,000 barrels for export. Apple growing in this province is somewhat precarious, for the fickle weather has much to do with it, but despite the record of the past three years no one doubts for a moment that there is a yet greater future for apple culture in this province. Orchards have advanced 50 per cent in value during the past five years. The record of twenty years shows an enormous growth in output.

The average return to the orchardists of Nova Scotia for their apples should be at least $2 per barrel, so that three years ago, with the phenomenal crop, they had a return of $3,000,000, and normally should receive $2,000,000 at least. With the rapid growth of the acreage in orchard, now under way, the opening of new markets, and the development expected from the C.P.R. which now traverses the Nova Scotia apple region, the day is in sight when the annual receipts from the apple crop should be $8,000,000 annually.

LOBSTER FISHING—Nova Scotia has no monopoly of the English apple trade, for Ontario, the United States, Australia and Tasmania also have a strong hold on it. But in one article of natural produce Nova Scotia almost has a genuine monopoly. This is in the supplying of canned lobsters. It is estimated that the annual catch of lobsters in the world is 125,000,000, and of this the Maritime Provinces supply 85,000,000, valued at $4,500,000. The lobster pack that comes from anywhere else than this part of Canada is almost negligible. The catch of cod and other fishes by Nova Scotians brings the total annual value of the fisheries to about $9,000,000. Seeing the unique position of Nova Scotia in the lobster industry it is no wonder that anxiety is manifested to have its interests for the future carefully safeguarded by government regulations properly enforced.

SHIPPING—A new line of steamships has commenced sailings to Halifax, a direct line between Italy and Canada—the Italo-Canadian Line. Large quantities of fish are shipped to the Mediterranean from Nova Scotia and Newfoundland, hitherto going via New York. The idea of the direct Italian line is to cut out the shipments via New York and send them direct from the port of Halifax. It is said that there are very good prospects of accomplishing this. Another result of the direct service is that Italian products will be landed here more expeditiously and with greater economy.

T. W. Butler also spoke. He was a firm believer in practical education but he did not believe in consolidated schools. Consolidated schools were "consolidated deviltry." The country school should be fostered more. "Put some surplus money into the country schools and make a nation of peasantry and a credit to the world."

Mr. Lodge supported the amendment but suggested that the subject being so large would require more thought and it would be better handled by leaving it over for another year. Teachers were not paid properly and it was shameful to see laborers getting more salary than teachers. The best minds did not turn to teaching as a profession. He named a few of the great Maritime men and said that their careers were largely made by the excellence of the common schools. Teachers who know enough to tell children what they were made for and what they ought to be were the kind that were needed. He deplored the poor schools of Moncton. He

thought they could not be worse. He wished to add his protest against the New Brunswick school system. Few children knew enough nowadays to say "Yes, Sir," or No, Sir" to their elders or superiors, and it was most regrettable. Politeness was not taught in the schools. There was too much of the spirit that "Jack is as good as his master."

Mr. Higgs agreed that the subject should be left over as it was a tremendous question.

Mr. McNeil suggested that the very best educationalists should be invited to attend the meeting next year and make a big effort to sift the question.

Rev. Mr. McArthur suggested also that certain special books such as Dr. Robertson's Report on Conservation; also Dr. L. H. Bailey's works should be brought before the Board at next year's meeting.

Mr. McArthur moved an amendment to the amendment that the subject be left on the table until next year It was seconded by Mr. Lodge who again emphasized the need of thought on the question and it was carried.

Mr. Lodge gave notice of motion, seconded by Dr. Price as follows:—

Advisory Council.

"There shall be a Council composed of 5 members from the affiliated Boards, who shall be elected at each annual meeting of this Board in the proportion of 2 members from Nova Scotia; 2 members from New Brunswick; and 1 member from Prince Edward Island.

"The President, Vice-Presidents, Secretary-Treasurer and Corresponding Secretary of the Maritime Board shall be ex officio members of the Council. The Council shall meet on the 2nd Tuesdays of October, February and June at some central point convenient to the three provinces."

Before the meeting closed a letter was read from Calgary Municipal Labor Bureau, asking co-operation in the formation of a public government labor bureau. The letter and resolution were laid on the table.

T. WILLIAMS,
Re-elected Secretary of the Board.

Votes of thanks were passed for Mr. Lodge and other officers of the Board for the good work done last year. Captain Read paid compliments to the retiring president for his splendid efforts during the year.

Dr. Price, M.P.P., of Moncton, brought in a resolution just before closing which was seconded by Mr. Lodge and carried. It read as follows:

I.C.R. Agent in London.

"Whereas, the C.P.R. and other railways possessing Western interests have agencies in England, employed, successfully, in advertising their Western lands and stimulating and inducing immigration.

"And whereas: Their are great opportunities for a good class of farm settlers in the Maritime Provinces, on land contiguous to the Intercolonial Railway, which, if occupied, would add to the traffic of this railway as well as to the prosperity of these provinces.

"Therefore Resolved: That the management of the I.C.R. be requested to consider the advisability of establishing a permanent agency in Great Britain, and a connection with some Atlantic Steamship Company:

"Also: That Intercolonial Railway act in conjunction with the

STORM OVER INCREASED FREIGHT RATES.

The subject which provoked the most animated discussion of the convention was the recent action of the Minister of Railways and Canals in raising the freight rates on the Intercolonial Railway in order to make the system pay. This was roundly denounced by every delegate who spoke, all taking the ground that at the time of Confederation the Maritime Provinces surrendered taxation rights and undertook obligations which entitled them to special I.C.R. privileges. Free canals, moreover, had not benefited the Eastern provinces.

The following is a copy of Capt. Read's resolution which was carried unanimously:

"Whereas the I.R.C. & P.E Island Railways were acquired and built by the Federal Government as part of the terms of Confederation, as a recognition of extra revenue from indirect taxation yielded by the Maritime Provinces, and were not intended to be revenue producing roads but part of the quid pro quo for the surrender of the right of indirect taxation made by the said Maritime Provinces, and further to cement the bond of union between the eastern provinces and the two larger provinces of Quebec and Ontario;

"And whereas the Maritime Provinces later acceded to the proposition of making the canals of Canada free, thus surrendering for the benefit of the Western Provinces of Canada including Quebec and Ontario $100,000,000 worth of public property for which the Maritime Provinces had paid their due share, and from which they received no direct benefit;

"And whereas the said Maritime Provinces have freely given of their blood, brawn, wealth and intelligence and submitted to greatly increased indirect taxation to build up the other Provinces of Canada;

"Be it therefore Resolved, that this Maritime Board of Trade protests against the insidious efforts of the Federal Governments, both Liberal and Conservative, to make these government roads revenue producing;

"Further Resolved, that the recent advance in freight rates, especially local rates, are in the opinion of this Board unjust and unduly burdensome to these Maritime Provinces and ought at once to be reduced, except where readjustments are necessary to meet actual anomalies;

"Further Resolved that a copy of these resolutions be forwarded to all the members of Parliament representing Maritime constituencies and to each member of the Federal Cabinet."

Agents General representing these provinces in Great Britain."

It was then moved by Dr. Walker and seconded by G. A. Saunders as follows:

Archives Agency.

"Whereas the knowledge of the first settlement and early history of the various districts of Eastern Canada is much limited by the scattering of family and public letters, documents and books, as well as by their destruction by fire:

"And whereas: Owing to the carelessness and lack of interest of persons having the custody of such historic materials such losses are continually occurring

"And whereas: The expense of employing a competent staff of experts to collect, index and catalogue the same, and render them available for students is such that the Local Government have not undertaken the work.

"And whereas, the Dominion Government has organized an Archives Department for all Canada for that purpose, and has lately established an Agency at Halifax for the convenience of the Maritime Provinces.

"Therefore Resolved; That the Maritime Board of Trade recognizing the importance of such efforts to preserve our historic records, expresses herewith its approval of the same, in order that no unnecessary time may be lost in placing such materials in a place of security and safety."

UNEQUAL TAXATION.

"That this Board, recognizing the general dissatisfaction that exists with respect to the distribution of the burden of civic and municipal taxation, particularly with respect to arriving at a correct valuation of personal property and income, memorializes the local governments to appoint commissions at their next meeting to investigate the grievances complained of with a view to providing a remedy."—Passed unanimously by Maritime Board of Trade.

Sail on the Miramichi.

In the afternoon, the visiting delegates were given a delightful sail up and down the Miramichi River where refreshment, music and speeches completed a splendid meeting. Many nice things were said of E. A. McCurdy and his able helpers of the Newcastle Board of Trade, as well as the citizens who made the gathering so successful.

Banquet on Thursday Evening.

In the evening a banquet was given the delegates also by the Newcastle Building Trade. The banquet was graced by the presence of Premier Flemming of New Brunswick, as well as many members of Parliament. Some notable speeches were made and a royal good time was enjoyed.

The Miramichi Hotel served a repast which was a credit to the town and the management.

List of Delegates.

The delegates present were: M. Lodge, T. Williams, Dr. Price, M.P.P., Moncton, N.B.; E. A. Saunders, W. C. Milner, Halifax, N.S.; Dr. Walker, Truro; D. Morrison, J. D. Creaghan, S. W. Miller, P. Hennessy, Henry Harvey Stuart, E. A. McCurdy, George Statler, T. W. Butler, C. J. Morrissey, Rev. S. J. MacArthur, W. H. Belyea, W. J. Jardine, A. H. MacKay, Hon. John Morrissy, Newcastle; Joseph Read, R. H. McDonald, Summerside, P.E.I.; J. Y. Mersereau, W. S. Loggie, George Watt, D. P. McLaughton, Chatham; James Harrigan, Chelmsford; John McCohn, North Esk; John Betts, Millerton; H. W. Woods, Welsford, N.B.; E. T. Higgs, R. H. Jenkins, A. C. Duchemin, Charlottetown, P.E.I.

PRINCE EDWARD ISLAND INDUSTRIES.

Prince Edward Island Province is known as the "Garden of the Gulf." This is no misnomer for it is first and last an agricultural province. Agriculture is increasing in prominence year by year and is bound to go forward for a good many more. Dairying, too, is an important industry and is rapidly on the increase.

FISHERIES—Being an Island, the fishing industry is an important one. In recent years considerable attention has been paid to oyster fishing. Surveys are now being made of the possible oyster farms. There are however certain portions of the foreshore of the province that have produced oysters in varying quantities ever since the island was settled and it is believed that barren areas in these districts can be cultivated successfully. The greater portion of the oysters produced come from the Gulf shore in the north, the principal indentation of which is Richmond Bay.

Last year 100 barrels of United States seed oysters were imported from Long Island and Oyster Bay. One oyster farming firm report the following catches during the past four years showing the increase so far as this firm was concerned:—

1909—259 *bushels selling for* $2,468.25.
1910—284 *bushels selling for* $2,560.25.
1911—336 *bushels selling for* $2,933.75.
1912—410 *bushels selling for* $3,406.00.

The Provincial Government is considering a proposal to dredge out the old shells in certain bays leaving a level bottom on which oysters will be planted.

FOX FARMING—No reference could be well made about Prince Edward Island industries without mentioning the rapid advance of fox farming. A great deal of money is now being made out of the black fox. Companies have been organized to carry on the farming and good profits have resulted as the black fox skins are valuable.

When the Commission of Conservation met last January in Ottawa, a paper was read by J. Walter Jones on the fox industry in Canada in which was pointed out its rapid growth in the Maritime provinces and its prospects. Before a study was made of the various fox farms it was thought that there were no more than a half dozen or so but investigations have proved that the industry is a much more important one. Prince Edward Island is recognized as the pioneer province in this work so that when anyone thinks of a fox farm he immediately thinks of this Island. The Department of Agriculture of Russia has been interested in this industry and through a Russian agent in the United States, sales of Prince Edward Island foxes have been made to breeders in Russia.

An indication of the growth of this industry is to be had from the fact that a number of Canadians have written to the Department of Commerce at Washington, seeking to buy a number of black foxes from the U.S. government preserves in Alaska.

A. M. BELL & CO. LIMITED

"We Would Like Your Order, Sir"

We want to sell you your next order of hardware, Mr. Dealer. We have many other things besides hardware to talk to you about. When you get into the habit of dealing with a house like A. M. Bell & Co., Ltd., you can always be assured that your interests are being protected.

RELIABILITY—that has been the key-stone of our success, and our many, many customers have received the benefits of our "square deal." We want you to write us, if you are not already a customer of ours, and even if you are, we are always pleased to hear from you. You will find some of our lines enumerated in the following:

GUNS and RIFLES in English, German and American makes. Also the best in Canadian Guns and Rifles.

SPALDING SPORTING GOODS—Supplies for every known sport and game. In baseball and other outdoor supplies we have everything that the most critical player could desire. We are Agents for Spalding's. Also for Slazenger Tennis goods.

BUILDERS' HARDWARE—Everything in the line of Trims. All the best known lines.

SKATES—Such as the famous "Starr" make and Boker's.

KITCHEN FURNISHINGS—Everything that a well-ordered kitchen requires. We would like you to write us and we will be glad to send prices and have our traveler call. Can't we hear from you?

In FISHING SUPPLIES we handle everything for deep sea, river and lake.

ELEY'S AMMUNITION—We are agents for this famous ammunition and have at all times a large assortment of these goods on hand.

LUMBERMEN'S SUPPLIES — Peavies, Boot Calks, Axes, Chains, etc. We are headquarters for these goods and will be pleased to quote bottom prices upon request.

HAYING TOOLS—Farming Implements of all kinds, including a large assortment of Haying Tools from the very best makers.

WOOD'S ICE TOOLS—These goods have been handled by us for a good many years and are every year increasing in popular favor, as is evidenced by the largeness of the sales.

PAINTS AND OILS—Ready Mixed Paints, white lead, oils, paints. We are agents for Blundell, Spence & Co.'s celebrated ready mixed paints. Send for prices.

BEAVER BOARD—Beaver Board takes the place of lath, plaster and wall-paper for the walls and ceilings of new or remodelled buildings of every type. Beaver is something you should know about, Mr. Dealer. A post card will bring full information.

COMPO-RUBBER ROOFING—This is one of our greatest sellers. If you are wide-awake you will ask us to send you prices and full information about Compo-Rubber Roofing—it will pay you to handle it. It's guaranteed.

A. M. BELL & CO.
LIMITED

GRANVILLE ST., HALIFAX, N.S.

Cragg Bros. Co., Ltd.
The Cutlery House of Halifax

We are now in a position to look after all your cutlery orders.

Our stock is clean, new, and up-to-date. It will pay you to examine our line.

When you come to Halifax don't fail to come and see the most modern hardware store in the Maritime Provinces.

We use exclusively high grade ENGLISH Steel in our BEST Quality Axes

ESTABLISHED 1865

THE
JOSIAH FOWLER CO., LIMITED

MANUFACTURERS OF

AXES

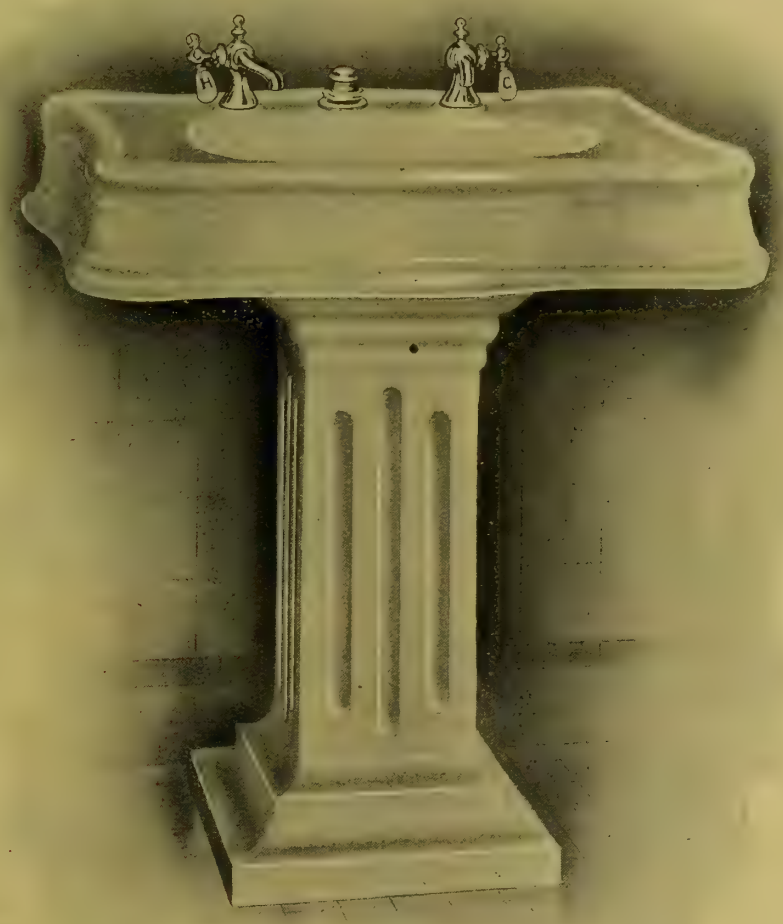
Edge Tools
Striking Hammers and Sledges
Car and Carriage Springs and Axles
Hatchets, Chisels, Draw Knives, Etc., Etc

One of our specialties
HIGH GRADE AUTOMOBILE SPRINGS
WRITE US FOR PRICES

Works: 97 to 111 City Road, St. John, N.B.

Beaver Brand Cast Iron Enameled Ware

Unsurpassed for Pure Whiteness of Color, Attractiveness of Design, Finish and Durability



The above cut shows one of our latest patterns in Porcelain Enameled Pedestal Lavatories. This fixture is only one of our complete line of Enameled Sinks, Baths, Lavatories, Laundry Tubs, Range Closets, etc.

We have always aimed at turning out a first-class line of Enameled Ware, at a moderate price, and our success is evident by the appreciation of our many customers and by our increasing trade. We are continually adding new patterns to keep our line up to the changing demands of the trade. Our guarantee goes with all our goods.

"BEAVER BRAND" goods are stocked by the best dealers from the Atlantic to the Pacific. Order from your nearest jobber and you will get the best there is on the market. Write our nearest agency for a copy of our Catalogue "D," pocket edition.

We are exhibiting at the Toronto Exposition and will be pleased to show our goods to one and all.

Amherst Foundry Company, Limited

General Offices and Factory: Amherst, Nova Scotia

AGENCIES

ONTARIO:
Monarch Brass Mfg. Co.,
178 Victoria St., Toronto.

MANITOBA and NORTHWEST:
E. B. Plewes,
120 Lombard St., Winnipeg.

BRITISH COLUMBIA:
A. O. Campbell,
864 Cambie St., Vancouver.

Fawcett's

Steel and Cast
RANGES,
STOVES,
FURNACES
and BOILERS
are good investments.

They are the result of a half century striving towards perfection.

Our Ranges are liked by the Housewives. They always see their advantages. That's why they are easy sellers.

Like all Fawcett Goods, their Quality sells them. Our Goods always convince customers. We could build them cheaper, but we won't. We would build them better, but we can't.

Enquiries solicited.

Our warm air furnaces cannot be excelled.

We make stoves for Parlor, Hall or Office with special Fuel Saving Devices. Improved portable farmers' boilers.

Fawcett Goods are Quality Goods.

Fawcett's Ship Quickly.

Remember the name Fawcett Guarantees Satisfaction as it is backed by

Charles Fawcett Limited, Sackville, N.B.

To-day is the day to write us or our nearest branch
MONTREAL, WINNIPEG and VANCOUVER, CANADA

Maritime Nail Co.

LIMITED

Head Office and Factory, St. John, N.B.

Warehouses—Quebec, Montreal, Halifax

MANUFACTURERS OF

Monarch Brand

WIRE NAILS

Common and Spikes
Special
Galvanized
Barbed Car Nails

WIRE

Bright Tinners'
Coiled Annealed
Cut in Lengths, Hay and Bale Ties

Write us for information

FURNESS LINES

FIRST-CLASS FREIGHT PASSENGER SERVICE

WEEKLY SAILINGS BETWEEN

LONDON, G.B.

HALIFAX, N.S

AND

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The Fast High-Class Steamships

S.S "RAPPAHANNOCK" S.S. "KANAWHA"

S.S. "SHENANDOAH" and others

REGULAR FORTNIGHTLY SAILINGS BETWEEN

LIVERPOOL, G.B.

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HALIFAX, N.S.

The Fast High-Class Clyde-Built Steamships

S.S. "DURANGO" S.S. "DIGBY"

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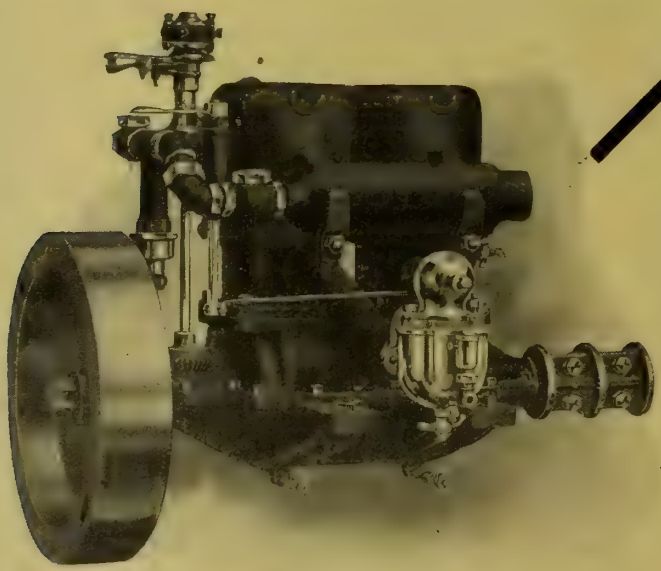
Will sail regularly between the above ports, taking through freight to all parts.

FOR RATES OF FREIGHT APPLY TO

FURNESS, WITHY & CO., Limited, AGENTS

UPPER WATER STREET, - - HALIFAX, NOVA SCOTIA



YOU WON'T BE SATISFIED UNTIL YOU OWN AN IMPERIAL MOTOR

You may be using a common motor this year and think you are getting satisfaction but sooner or later you will have to get the Imperial—the only motor that will satisfy you. Those motors that look well but are always clamoring for repairs will never suit the man who wants the best—and he finds the best is the Imperial.

A Splendid Motor for Pleasure Craft

The Imperial is light in weight, simple in construction and operation, develops great power from a small quantity of "essence," needs little attention and is equipped with the Thermex Odorless Exhaust Silencer—the greatest improvement in motor construction in modern days.

Write for Our Free Illustrated Catalog

Our new catalogue describes each size and type of Imperial in detail, tells you why, where and how it is the best all-round marine motor now on the Canadian market. It lists and describes the large outfit we give with each motor—by far the largest motor outfit offered by any motor manufacturer—describes the Thermex Odorless Exhaust Silencer in detail.

Drop a card for this catalogue to-day—one will be sent you by return mail.

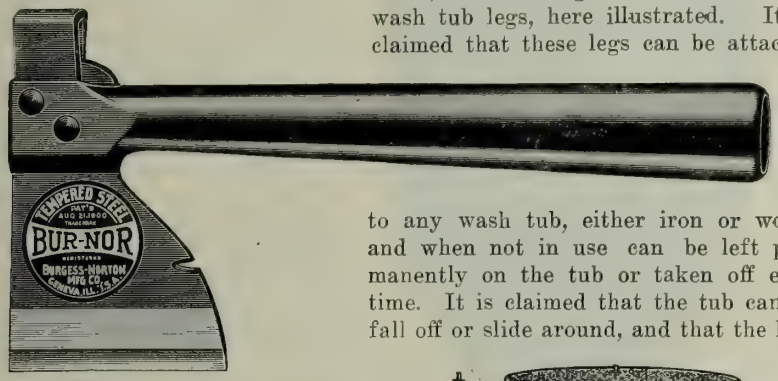
Bruce Stewart & Co., Ltd.

Charlottetown, P.E. Island

New Hardware Goods

NEW NO. 120 HATCHET.

The Burgess Morton Manufacturing Co., Geneva, Ill., manufacturers of the Burnor all-steel hatchets, have added a new style hatchet, here illustrated, to their extensive line. The new hatchet has a wider blade than those formerly made by this firm. The new hatchet has a 3¼ inch blade, carefully tempered in



oil. The head is strap, and the handle is made with the new reinforcement. This combination insures a degree of strength that will stand hard service. The company has established an office at 85 Walker Street, New York City.

MARBLE'S SPECIAL REAR SIGHT.

Among the new lines being offered to hardware and sporting goods houses is the Marble's "Special" rear sight for Remington Model 14 high power pump action rifles. This sight is manufactured by the Marble Arms and Manufacturing Co., of Gladstone, Mich. While it can be folded down to the tang it cannot be made with the flexible joint on account of having to be made low. It has all the other features of Marble's flexible rear sights. The high power

sight is a little shorter than the 22. It is claimed that sportsmen are finding out that a rear sight with a large disc and a large hole for snap shooting comes in handy. It is claimed that with this wide disc and large hole the wide margin around the opening lessens the liability in dim light of sighting outside the disc instead of through the aperture. The accompanying illustrations show the special rear sight and the snap shooters' disc.

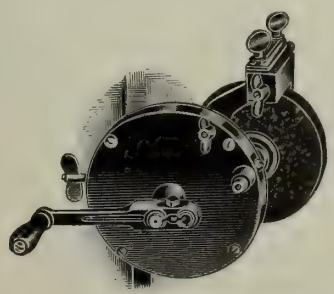
WASH TUB LEGS.

The Luther Grinder Manufacturing Co., Milwaukee, Wis., with Canadian office at 126 Wellington Street W., Toronto, are offering the trade the new wash tub legs, here illustrated. It is claimed that these legs can be attached to any wash tub, either iron or wood, and when not in use can be left permanently on the tub or taken off each time. It is claimed that the tub cannot fall off or slide around, and that the legs

are absolutely rigid and strong, as well as being light in weight. They are adjustable to different heights.

NEW GRINDER.

A new grinder is being placed on the market by the Smith Hardware Co., of Montreal. The particular feature of the grinder is the machine cut gears with



brass cap for holding same. The hole for oiling is placed on top and closes with a brass screw. The wheel is made of vitrified corundum, and is claimed to be a cooler and sharper cutting stone than most. Each grinder has a tool rest for holding chisels, etc. These grinders are made in four sizes—Nos. 4, 5, 6 and 7.

MAKING ALUMINUM WARE.

The W. H. Sweeney Manufacturing Co., Brooklyn, N.Y., manufacturers of nickel-plated ware and specialties in

tin, brass and copper, have entered into the manufacture of aluminum cooking utensils, two lines of which are here

illustrated. It is the intention of the company to manufacture a complete line of aluminum household utensils.

UMBRELLA POINT BULLET.

For big game shooting the new "Umbrella Point" 30, Springfield bullet, will be offered about September 1st, among other new features, by the Remington Arms-Union Metallic Cartridge Co. It is claimed to be an expanding missile, whose tearing effect with penetrative power can be relied upon. The new hunting type of bullet for the new Springfield and all arms of similar calibre has a thin metal shell covering the head that slightly retards the expansion at the initial impact and allows the jacket to expand like an umbrella after entering tissue. No sight adjustment is necessary, the new bullet having the same weight distribution, size and shape as the regular 150 grain service bullet. Another new feature announced is the chambering of a new

model of the Remington 22 calibre repeating rifle to handle the 22 Remington special cartridge, or the 22 R.W.R.F., which is interchangeable. This model is called the No. 12 C.S. With the accuracy of the well known 22 long rifle cartridge and with increased killing power, this inside lubricated cartridge has the additional advantage of being very clean to handle, not gathering dust or grit from carrying in the pockets. The regular bullet weighs 45 grains, the hollow point 39, either of which are claimed to be of sufficient power for such game as geese, foxes, etc.

MOUSE TRAPS IN BASKET.

The Lovell Mfg. Co., Erie, Pa., are now packing their Sure Catch Mouse Traps in a galvanized iron bushel basket, 360 traps in each basket or 2½ gross. Their idea is that if the retailer will buy a basket of these traps and place them where their customers can see them, that the hardware trade will sell a great many more traps to their customers. In each basket is a neat attractive card calling the attention of customers to the traps.

APPOINTED GENERAL SALES MANAGER.

The Peck, Stow & Wilcox Company of Southington, Conn., New York, N.Y. and Cleveland, Ohio, manufacturers of mechanics' hand tools, tinsmiths' and sheet metal workers' tools and machines, builders' and general hardware, have announced the appointment of C. Edward Wood to be general sales manager.

Mr. Wood brings to his new duties an unusual knowledge of the lines which his company manfactures as well as of

C. E. WOOD.

the general hardware business, through which the products of the Peck, Stow & Wilcox Company are, in the main, distributed.

He adds to this a very wide personal acquaintance among the trade both in the United States and in Canada, gained by many years of successful salesmanship, including not only his association with the Peck, Stow & Wilcox Co., but his previous connection with the Simmons Hardware Co.

Mr. Wood will make his headquarters at Southington, where in 1912 the company erected a large modern plant.

EDITORIAL COMMENTS.

A Few Don'ts.

"DON'T" let the speculative builder ruin your reputation.

"DON'T" cut your own figures down to please your best customer; if you do you won't have him long. Figures seldom lie.

"DON'T" be too much of a BOSS with your men, a little judicious personal intercourse is cheaper and works better than good oil on dies.

"DON'T" know it all, your men know a little if they don't fire-em.

"DON'T" use 90 degree elbows on a heating job where you can put 2 45s and a close nipple, and better still adopt the bent pipe stunt on anything less than 2 in., it pays in satisfaction if not in cents.

"DON'T" use vertical check valves where you can use a swing.

"DON'T" use globe valves where you can use a gate valve, but above all put the proper valve in at the right place, and for the right purpose.

"DON'T" hire a slovenly workman with a slovenly tool bag or dirty tools. He can't be neat in his work if not in himself.

REMARKS OF THE JUNIOR CLERK.

If some men worked as hard all the rest of the year as they do on their vacation what great things they would accomplish.

* * *

People are always willing to do their duty—if they are allowed to determine what their duty is.

* * *

Some people regard failure as merely being unable to fool all the people all the time.

* * *

Some fellows' ideas all run to speed when they get away from business.

* * *

Though money talks, silence often demands a good price.

* * *

By looking carefully you will generally find more things to commend than to criticise.

* * *

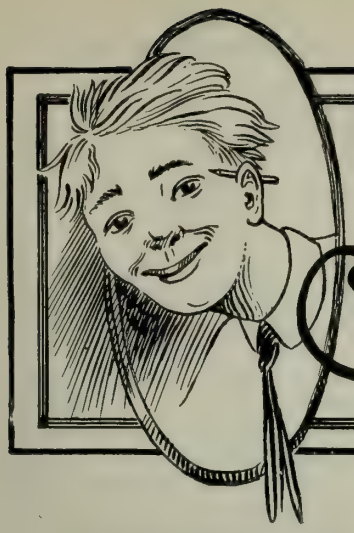
If many people were to think before they speak they would forget what they were going to say.

LOOKING FOR SUITABLE LOCATION.

Hardware and Metal is in receipt of a letter from a United States concern manufacturing lines that are handled by the hardware trade. The firm in question are thinking of establishing a plant in Canada, and are looking for a suitable location for Canadian plant.

Tilbury, Ont.—The Canadian Top Co. will build a two-storey addition to its plant this fall, with a view to increasing its capacity for manufacturing automobile tops.

Toronto, Ont.—James W. Paton, wife and family, have returned to the city after spending a two weeks vacation at Mina Rico Lake.



THE JUNIOR CLERK'S PAGE

MAKING OF CUTLERY.

Written for Hardware and Metal by J. A. E. Paine, managing director Geo. Wostenholm & Son, Ltd., Sheffield, Eng.

Manufacture of cutlery broadly considered may include any article with a cutting edge. From a trade and makers definition, it comprises only pocket knives, table knives, razors, and scissors. These are four distinct and separate trades, and although all four are often carried on by one firm, many manufacturers confine themselves to one branch only. Pocket knives generally include all kinds of spring knives, hunting knives, etc., and table include carvers, butchers' and cooks' knives. In each of the four divisions of the cutlery trade, the process of manufacture is somewhat similar.

Pocket Knives.

In olden times the same man made the blades, ground and finished, and fitted them to the handles, which he also made. With the development of the factory system, each branch became divided into three separate trades, viz., forger grinders, and cutlers or hafters. Taking the process of manufacture in spring knives as typical of all branches, and as still followed in Sheffield and elsewhere in the old established way and carried on by these firms who have maintained a reputation for quality many methods have been introduced in different countries to substitute various machine processes for producing blades other than forged by hand but nothing to equal the hand forged article has been produced. The steel which should be converted from the finest brands of Swedish iron, is melted, cast into ingots, then hammered into bars and rolled in strips of width and thickness suitable for the sizes of blades required. The blade maker or forger takes one of these strips, cuts it into convenient lengths heats to a worm red a portion of one end, sufficient for a blade in a clean fire of small coke roughly hammers out the required blade and chops off from the string of steel just enough for this and the tang I.E., the part of the blade by which it is fastened into the haft. This process is called mooding, the workmen making as many as required for the quantity he is making, or for his day's work. He then reheats these moods separately and with a hammer on the various bosses fixed in his anvil, or smithy works the tang into required shape, the other end, the cutting portion of the blade, is then reheated, the nail mark put in on a boss for the purpose fixed in the anvil, the sides hammered flat, and edge of blade as thin as possible. This is all done at one heat and called smithing. It is this hammering from hot to cold that imports the lasting cutting qualities, provided the blades are made of good steel. The blades then go to the grinder who "lays on" the tangs, i.e. he grinds off the rough surface on that part on which the name is put, this is done by the marker with a punch used either by hand or in a fly. The blades then go back to the forger to be hardened and tempered. Each blade is heated separately and dipped in water, after which it is of a whitish grey color having shaled, i.e., a thin outer surface has peeled off. The blades are not quite brittle and require tempering. This is done by slowly heating on a steel plate over the same fire as used for forging. The degree of temper required is judged by the color and goes from a light straw to a darker ditto, reddish brown, or blue, according to the different styles of blades and purposes for which they are used, a pen blade being generally left a straw color, and pockets a reddish brown. The blades are now ready for the grinder. This man sits on a horsing—kind of wooden saddle—partly under and in front, while between his legs runs a stone in a trough with sufficient water in the bottom to just catch the surface of the stone and keep it constantly wet. Grindstones vary in diameter according to the class of work to be done, and run from about 14 inches for small pen blades, to 5 feet for carvers, but the grinding of each is restricted to its separate trade. The blades are set in (put in handles) in the rough ground state. In some cases in jack knives the grinder also finished the blades, but generally this is done by others after the blades have been fixed in the hafts by cutlers. The cutler is given the necessary parts, blades, spring, scales, and covering and works these into the knife. Springs are filed out of sheet steel, except in the case of pruners and large jack knives for which they are often forged by a spring forger, and is another separate trade for the workman. The spring forger also makes some kinds of scales, viz., these used for large pruning and sorting knives, and various articles other than blades that are put into knives. Generally the scales are made by scale makers, another subsidiary trade, and the covering of stag, ivory, pearl, horn, bone or wood, of various kinds that comes from the cutters of these several materials. The cutler works to templates or as he calls them fitting things. This is the most complex and ingenious of the three branches in the trade, he has to bore and file each spring to his measure, harden temper and finish the same, bore tangs of blades, and fit to measure and finish the edges—fit to measure plate and bore the scales put on the covering after the necessary preparing then nail the several parts together and get up the haft. This is done by different degrees of filing and grinding on glazers (wooden wheels bound with leather and dressed with glue and emery of various grades). Stag is finished on brushes, the smooth covering on buffs or dollies. The buffs are wheels similar to glazers, with soft leather dressed with oil and rotten-stone, and the dollies are made with layers of cotton cloth between side plates, and dress-

(Continued on page 72.)

Pattern for Reducing Elbow

In compliance with a request from A. G. Munn, of Ripley, Ontario, Hardware and Metal presents the following pattern for reducing elbow.

Draw a vertical line A. B. Then make C a centre of the diameter of whatever size of largest end of elbow and described as at B. E. D. F. Then draw a line at right angle with A. B. Draw another line to describe bottom of elbow as at H. I. being perfectly parallel with points of circle at E. F. These lines H. I. and E. F. will be the pre-determined size of desired elbow.

Then measure from line H. I. to X. which is to be the total length of the elbow. Then again at X. draw a parallel line N. O. this being the diameter of the small end of elbow. Having determined the lines N. O. H. I. draw lines from H. N. allowing this line to interesect A. B. which will determine centre L. Then draw another line from I. to O. and also intersect at L. Then L. becomes the centre for arc of pattern.

Then divide the half circle at E. D. F. into equal parts numbering 1, 2, 3, 4, 5, 6, 7, as shown. From these points draw 7 vertical lines up to line H. I. From these points erect 7 lines up to the centre L. on A. B. Then place the compasses at L and draw an arc from O to N. Having drawn arc O. N. determine what length the throat of the large end of the elbow is to be and make first arc, viz., from I. to K. From those points draw another parallel line at K. and measure the dotted lines which have intersected H. I. transferring said distances upwards on the elevation line beginning at 7, 6, 5, 4, 3, 2, 1. Now take the compasses and draw 7 arc lines beginning at 1, 2, 3, 4, 5, 6, 7. Having done this draw the mitre line from J. to K. and from K. to L.

To draw a plan of the elevation take a piece of tracing paper and place it over the pattern at N. O. H. I. and trace lines from J. N. O. K. and reverse the tracing so that K. will cover J. this will give you exact view of what elbow will look like when finished. Of course any size of taper or reducing elbow should be developed in exactly the same way.

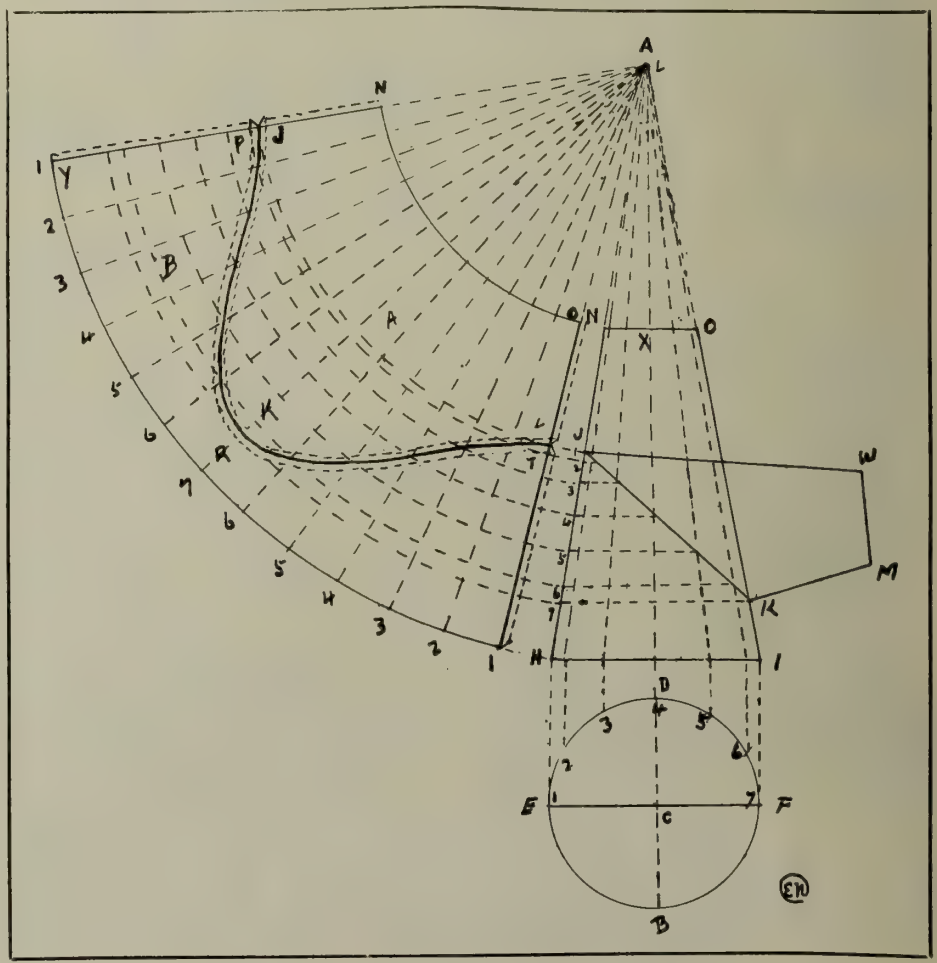
MAKING OF CUTLERY.

(Continued from page 71.)

ed as buffs. The cutler having made up the various parts into knives, the blades being unfinished, having to go back to the grinder or finisher to be either glazed or polished as required. For this, handles are wrapped up in paper or anything else that will keep them clean, and the blades left open — not more than one at each end at once. The pocket blades are whittened, i.e., reground on a harder stone than used for grinding, then glazed first on a rough and then on a finer glazer, and buffed to give a brighter finish — if required polished they go from the finer glazer to a small wooden wheel bound with leather and dressed with crocus, and which runs much slower than grindstones or glazers. With pen blades of any quality the sides are lapped instead of glazed, i.e., the wheel on which this is done is bound with lead (run or in a mould) instead of leather; by this means a truer and better cutting edge is secured.

The cheaper qualities of pen blades are finished on the glazers, either leather bound, or made of wood, without any covering, but blades so finished are inferior to those that are lapped. If polished the pen blades go from the lap to the polish as in the case of pocket blades. After finishing, the blades are wiped and greased, joints cleaned, and the knives then go to the whetter, who rubs the edge on a hone (oil stone) to remove the rough edge left by finishing. This is often done by women or girls, but the better work is always done by the men. The whetter rubs the blade backwards and forwards on his stone at a slight angle so as to leave a thin white line called the kennel along the edge on either side of the blade. The knives are then wiped by women, joints oiled, wrapped up and put in boxes, and are ready for market.

Sherbrooke, Que. — The Canadian Brake Shoe Co. will shortly commence operations in Sherbrooke. The company will make steel and brass forgings by electricity.



Young Man—The Problem in Business

Any system of developing the mind and character of a young man, which places him in the world at the age of twenty-five without any conception of what he is fitted for, is a failure.

¶ A business man, whose success has been brilliant, conspicuous and decided, is responsible for a statement which deserves the serious consideration and study of every big business concern and every executive who employs men for important positions.

¶ "My observations of three large firms employing upwards of twenty thousand men, extending over a period of several years, has convinced me that the greatest difficulty is to find men who have courage, imagination, large vision and high ambition. I do not know which of these qualities is most often lacking or which is most essential. Lack of courage comes most often to my attention, but lack of imagination and broad outlook produce the most serious disasters."

¶ The problem that confronts the executive of every big business firm, and the problem that confronts the future of every small business concern, is not a problem of how to get business or where to get business—but a question of where to find men that line up with the substantial material; that puts them in life's game, real contenders— men ready to take hold of a proposition for the purpose of gaining experience, driving out moral cowardice and developing a positive, forceful, intense personality.

¶ Some one said the other day that bankers loan money on the security of a clear eye, a good breath, sound teeth, a healthy body, a clean mind and a good job. The present system which we look to for the development of our young men does not give them these requirements. The average young man is afraid, filled with uncertainties, lack of decision, lack of vision, lack of experience—and all these things are set deep in a background of feeling that he is "above" the hard knocks that a man must go through on his way from a small position at the bottom to a bigger and better position at the top.

¶ I am not able to say why this weakness is, but thousands of executives have observed that there must be something wrong with the training and development of a young man during the first twenty-five years of his life, when at the end of that time he looks upon work as humiliating instead of a school which transforms his boyishness, crudeness and weakness into courage and manliness.

¶ Any system or method of developing the mind and the character of a young man which places him in the world at the age of twenty-five without any conception of what he is fitted for, what he wants to do, of the direction in which his future lies; any system which does not give him a personality that permits him to meet and convince other men; which does not prepare him to stand undiscouraged by mistakes and unaffected by success is a failure.

¶ Business is young—in fact, the principles of business are just beginning to be established and defined. But we must look to the Canadian Business Man for the answer to this problem. It it not a problem of tariff, income tax or the high cost of living. It is a problem of finding the secret of training and developing young men so that they are not afraid of work, so that they do not consider work a disgrace, and so that they may have some definite preparation for the career they are best fitted for, and some definite conception of what this career demands.

¶ To-day there are hundreds of positions at five thousand dollars a year in Canada unfilled because there are not men with the experience, the ability, the sincerity, the enthusiasm and the intensity of purpose that measure up to their requirements.

Efficiency

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Crop Conditions are Favorable in West

It is now practically assured that the total yield will be the largest on record—Local disturbances have occurred, but little damage has resulted from the storms—A general review of conditions.

Regina, Aug. 26, 1913.—Conditions still continue favorable for the crops on the whole. There have been some severe storms lately. Here in Regina there has been a very violent thunder and rain storm, about three inches of water falling inside twenty-four hours, but beyond lodging some of the heavy grain crops little damage has been reported. In a couple of sections in the south there have been very severe hail storms that have done much injury in their path, but the area covered by them was small.

Throughout the country unless something serious occurs in the next two or three weeks the yield will be excellent. Making all due allowances for enthusiasm and newspaper exaggeration there seems little doubt of a much more valuable crop being reaped than has ever been in the history of the West. The acreage sown this year is greater than any previous season, while there are other factors that contribute to an increased yield.

Last year a large proportion of the crop, particularly in the north of Saskatchewan and Alberta was badly damaged by frost which came about the 15th of September and, as the harvest was late, owing to the slow ripening of the crops through the continued wet and cool weather, it was seriously affected. In Manitoba and Eastern Saskatchewan last year, by the excessive rainfall during harvest and threshing time, very much of the crop was seriously damaged. Through those two causes, millions of dollars worth of grain was so injured that its value was lessened, entailing great loss to the farmers.

Old Sol will be a welcome visitor in the Canadian West from now on.

This season neither of those causes appear likely to have any serious effect. The weather conditions being much more favorable, the bulk of the grain will likely be in stock before frost comes and unless there is a decided change there will be little if any damage from wet. The season of 1911 was also noted for heavy loss and damage. On account of the excessive rain the crops ripened slowly and very much of them, particularly in Saskatchewan were badly frozen, while Southern Manitoba suffered severely from frost. From all present appearances this is likely to be an exceptionally favorable year and, although the acreage yield will probably not be more than an average, the total crop will be much above any previous record, both in quantity and quality of grain. A large number of harvest helpers will be required through the three provinces and it is expected that many will be brought in by the railroads from the East. It is doubtful, however, if farmers will pay the high wages this year, as they did last, as there are quite a number of unemployed men around the towns and cities that may be available for harvest help.

The farmer usually prefers the men from the Eastern Provinces to the class of help he gets from the ranks of the unemployed in the towns and cities, and gives them the preference.

Owing to the money stringency there do not appear to be so many farm implements selling this season as formerly and the large manufacturing concerns do not seem anxious to push sales, but are devoting their energies to collecting what is already owing them. The outlook at present from an agricultural viewpoint is by no means a cheerless one.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full Reports Dealing With Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

Considerable optimism is shown by wholesalers and retailers regarding the fall trade which will soon be in full swing. Quietness prevails in some lines at present, but this is usual at this season of the year. Prices on the majority of hardware lines are firm and metals are holding up well. Merchants are buying freely, but mostly in small lots.

There is a very good demand for furnaces. Stoves with the exception of booked orders have not started to move to any great extent as yet, but the approach of fall will soon start a rapid movement in these lines.

Turpentine has advanced in price and linseed oil has declined in Toronto. Nails have declined 5 cents per keg in Toronto. Other lines are unchanged.

MONTREAL.

Montreal, August 27.—Outside of solder and tin there are no price changes to report for the week. Business keeps up exceptionally well, so that the most sanguine expectations, as expressed two months ago by some of the leading business men in the trade, have now been exceeded. Also the financial horizon appears to be brightening. Harvesting is advancing rapidly in the West, and so far crops have not suffered from frost. With good prospects for future there is every reason to believe that a marked improvement will be noted before long.

Copper Firmer.

Again copper shows a firmer feeling in England, and closed to-day at £70. New York casting has moved up 10 cents to $16.75, and sheet copper registered an advance of ½ cent also on American market during the week. Latest reports state that at the Lake Michigan mines the situation is still very strong, neither party being willing to make any concessions. What the future may bring is indefinite, but so far as can be judged prices are likely to remain very firm for some time.

Brass and Copper Goods.

Copper has now regained all its losses and stands as strong as before the dip. Should a higher level be attained manufacturers of brass and copper goods claim that they will need to demand higher prices for their goods in turn.

Tin Advances 1 Cent.

This week tin advanced 1 cent per lb. on local markets, and is now quoted at $46 per 100 pounds.

At primary sources a stronger feeling has prevailed, especially during the past two days. Market jumped £3 yesterday, and closed £2 10s higher again to-day at £192 10s. Thus a good firm feeling prevails throughout.

Lead Steady.

Lead fell to £20 late last week, but has since recovered, and closed to-day at £20 10s, practically the same figure as reached a week ago. Locally there is no change in prices, which continue steady.

Solder Drops ½ Cent.

This week a decline of ½ cent per lb. has been registered in solder, which now makes prices to reach 28 on half-and-half and 26 on wiping. This, jobbers claim, is a case of bringing round solder to tin and lead levels.

Shortage in Pig Iron.

A big shortage in pig iron is reported from B. C. Stocks here are practically nil, so that dealers have been trying to buy in England, but there, too, there is also a shortage for all shipments. It is stated that this shortage will continue until the end of September, and that till that time it will be difficult to get supplies of any kind. English market closed to-day at £54 6s, which is practically the same as close of corresponding day week ago.

Locally iron is in good demand, with prices being firmly maintained.

Spelter.

Spelter has been running steady during past week, and closed to-day at £20 17s 6d, a slight advance over that reported week ago. Locally market shows no change, quotation still holding at $6.75.

Axes and Axe Handles.

Heavy ordering is now on for all lines of axes and axe handles. All brands of handles are quoted approximately as follows: No. 3, $1.50 per doz.; No. 2, $2.00 per doz.; No. 1, $2.50 per doz.; second growth hickory, $3.25 per doz. Single bit axes hold at $6.75 to $9.00; double bit at $10.50 to $12.00, and Canadian at $8 per doz.

Skates and Hockey Sticks.

Orders have already started coming in for full supplies of skaters' accessories, and some shipments have already been made.

Executive meetings of Rugby and soccer associations are also emphasizing the fact that fall is at hand. Goods to

QUOTATIONS ON HOUSEHOLD GOODS

Ironing boards, 12 x 60, plain, doz.	$5.75
Ironing boards, 14 x 60, plain, doz.	$6.25
Folding, 12 x 60, doz.	$15.00
Electric irons	$3.00 to $4.50
Sleeve boards, stationary, doz.	$1.50
Sleeve boards, folding, doz.	$3.50
Washing machines, discount	20%
Wringers, discount	20%
Wringer and tub stands, doz.	$18.00
Clothes pins, 5 gross box, common	65c
Bake boards, with rim, 18 x 24, doz.	$4.50
Bake boards, with rim, 18 x 28, doz.	$5.00
Bake boards with rim, 20 x 30, doz.	$5.50
Bake boards without rim, 18 x 24, doz.	$4.00
Bake boards without rim, 18 x 28, doz.	$4.50
Bake boards without rim, 20 x 30 doz.	$5.00
Chair ladders ,each	$1.00

meet this demand are now moving out freely, and jobbers report a heavy trading.

Stoves and Furnaces.

Manufacturers report that stove and furnace business is now beginning to get right down into the autumn swing. Retailers are realizing the advantage of having stocks on hand early, and thus have not been slow to place their orders. Comparing this year, however, with preceding years, manufacturers claim that trade is in much better shape. Foundries are much ahead of conditions prevailing at corresponding season of last year, so that the shortage, which was so marked a year ago, is this year expected to be very greatly reduced.

TORONTO.

Toronto, August 28.—There is practically no change in market conditions this week. A very satisfactory volume of business is being done for this season of the year and, although the orders being placed are not heavy, they are very numerous. Caution is being observed in buying. This is a quiet season for the trade but fall trade will open up shortly and everything points to a good fall trade especially in Ontario. Fall booking has been good and retailers are optimistic regarding the future.

A large number of firms have exhibits at the Canadian National Exhibition and quite a number of outside retailers are visiting the hardware, paint and stove firms in the city. Quite a number of nice orders have been placed by visiting merchants.

Turpentine has advanced but this was not entirely unexpected. As reported in last week's issue, the market has been showing firmness. The stove trade is seasonably quiet and there is a good demand for furnaces. Nails have declined slightly in Toronto. Other lines of hardware remain unchanged. There is a good demand for electrical appliances of all kinds.

The metal market is rather quiet at present and little business is being done. Most of the buying is in small lots. It is expected that several firms will soon be in the market for supplies. Quotations are unchanged although firmness is shown in copper and tin. There is a good demand for sheets, plates, boiler tubes, etc.

A recent despatch from London stated that tin plate manufacturers in South Wales would probably send a deputation to this country at the close of the Parliamentary season. A prominent Toronto authority on matters of this kind stated as follows: "They are trying to work a five per cent. preference on an Imperial basis but I don't think that will go on tin plate. There never was an Imperial preference on tin plate here. It has always been free. They have five per cent. on black and galvanized sheets, and also on the black plate, which is the basis of the finished tin plate. But tin plate itself has always been free into Canada from anywhere in the world."

Metals.

No price changes have been reported. Copper is firm and is quoted from $15.85 to $17.00 per hundred lbs.; Tin ranges from 44c to 45½c; Lead, $5.85 to $6.00; Ingot aluminum 21 cents lb.; Pattern aluminum 23c lb.; Solder 27½ to 28½c lb. Traps and bends remain at 40 per cent. discount and lead pipe is quoted at 7½c lb. less 5 per cent.; lead waste pipe 9 cents less 5 per cent.

Nails, Wire, Etc.

Nails are now being quoted at $2.20 base in Toronto and a fair business is being done. Hay baling wire No. 13 is quoted at $2.25; No. 14 at $2.30; No. 15 at $2.40. Smooth steel wire is quoted at $2.20 base. Poultry netting is being booked for spring delivery at 50—10 per cent.

Stoves and Furnaces.

The stove trade is seasonably quiet. Furnaces are in very good demand but other lines have not started to move to any great extent. There will soon be a good demand for oil heaters. Fall booking for stoves has been exceptionally good and a large number of booked orders are now being shipped. Stove boards, elbows, shovels, ash sifters, coal hods, stove clay, etc., are also included in many of the booked orders of merchants who believe in being prepared for an early fall rush. A large number of stove firms have exhibits at the Canadian National Exhibition which is being held here at present. The displays are large and attractive and several new features are being shown. Many of the firms have several of their travellers in attendance at the exhibits. It is expected that a large number of hardware merchants will also attend the exhibition. Visitors from all sections of Canada are in attendance at the Exhibition and the firms exhibiting and handing out literature and giving all the information possible.

Enamelware.

There is a good demand for enamelware especially preserving utensils. Galvanized wares are also in heavy demand. No price changes in these lines have been recorded.

Building Materials.

In many places the demand for builders' hardware is not up to normal. There is, however, a very fair amount of business being done in these lines. The approach of fall will create a demand for roofing, glass, and other lines which will be needed for repair work.

Fall Goods.

There is a good movement in fall goods and such lines as ammunition, lanterns, lamps, guns, etc., are moving freely. Threshers' supplies are in good demand and oils, cup grease, belting, lacing, mitts and other supplies are selling in very fair quantities.

Rope and Twine.

Rope and twine remain unchanged, there is a fair demand. The price of hemp in the primary markets is still firm and it is reported that it is hard to secure the higher grades. Pure Manilla rope remains at 17 cents base; British Manilla 13c; African hemp 13c base; Sisal 12c. Quotations on twine are unchanged as shown in current market quotations.

WINNIPEG.

Winnipeg, Aug. 27.—With at least 50 per cent. of the wheat crop in Manitoba cut and a very big inroad made into the standing grain in Saskatchewan and Alberta a confident feeling is everywhere manifest in business circles. Andrew Kelly president of the Grain Exchange in conversation with your correspondent stated that one more week of fine weather would see the West's wheat crop practically safe. Of course there will be an enormous movement of grain as soon as the wheat begins to roll east-

QUOTATIONS ON COMMON SINGLE LADDERS

8 ft. each	.80
10 ft. each	1.00
12 ft. each	1.20
14 ft. each	1.54
16 ft. each	1.76
18 ft. each	1.98
20 ft. each	2.40
22 ft. each	2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose, 1 cent per foot additional.

ward and some congestion on the railroads will be inevitable nevertheless preparations are being pushed well forward and both the transportation companies and the banks are well prepared to handle the crop.

At present quiet prevails in the hardware trade. There is not the same demand for builders' supplies as at this time last year although the permits in the city exceed $12,000,000 up to the present time and substantial additions to this sum are coming every day. There is a good demand for harvest tools, binder twine and threshers' supplies and fall sporting goods have been going out in good volume.

Stoves.

With the crop prospects so good has come a noticeable improvement in the stove business. It is true that there is some hanging back in some districts until absolute certainty as to the saving of the crop is secured, but there is a brisk enquiry as regards heaters and furnaces from all points and some heavy orders are coming in. The out of town orders for furnaces have exceeded expectations and show that fear that money is going to be scarce is being rapidly dissipated. A high authority here on commercial subjects estimates the West crop as likely to bring $140,000,000 to the farmers this years a sum greater than the combined capital of all the banks in the Dominion. This is a conservative estimate and is likely to be greatly exceeded. By the time this great sum has worked into the ordinary channels of trade there will be no talk of stringency here. And a most hopeful fact is that the conservatism that has prevailed in business circles during the past eight months has prevented the accumulation on any debts. Never in the history of the West has it had a cleaner slate.

STEEL PRICES BEING READJUSTED.

The readjustment in steel prices is proceeding apace, and is likely to be more pronounced within the next fortnight. While there have been those who have maintained almost continuously that a better buying movement would come in September, at unchanged prices, the idea that a price readjustment would occur is not a new thing. In our weekly review of the market, printed July 29th, it was said:

"There are prospects that with a little encouragement there will be a buying movement this fall easily sufficient to take up the slack and provide the mills with ample employment throughout the winter.

"This encouragement will probably be given by a slight recession in prices, say $2 a ton, which recession indeed has already occurred in sheets and wire products, and is likely to extend to bars, plates and shapes within 30 or 60 days. Indeed, this is already presaged by the action of Eastern mills in quoting 1.40c, Pittsburgh basis, for plates and shapes, and intimating that for very desirable business they would relax to 1.35c."

The gradual development of the market has been quite in keeping with these words, printed almost a month ago. The present prospect is that the readjustment may be somewhat broader than there intimated, in that more products may be affected. Thus sheets have undergone an additional decline, wire products have gone off another dollar a ton, and small steel pipe has been openly reduced $2 a ton.

Curiously enough, there have been those who have sought to convey the idea that shading of plate and shape prices by Eastern mills is of extremely recent origin, which is far from being the case. The development of the market has been quite orderly. Last winter the Eastern mills were obtaining large premiums, for early delivery, over the regular Pittsburgh basis of 1.45c. These premiums gradually decreased and finally disappeared, whereupon the Eastern market continued to move downward. Then the question came squarely before the Pittsburgh and more Western mills whether they would meet the situation; either stay out of the Eastern market or meet the competitive situation, and this latter course would indeed aggravate it.

Naturally the large mills took the conservative course, and waited a short time to see whether their abstention from the Eastern market would fill up the Eastern mills and firm the market. When they found this would not, some of them began meeting the situation. The tendency is spreading, and in the past few days it is understood one mill has offered plates for Western shipment on the basis of 1.40c, Pittsburgh.

A later inauguration of price cutting is in unfinished steel, our reports of the past few days from Pittsburgh showing deep cuts made on relatively small tonnages of sheet bars, the large mills holding aloof for the time being, but doubtless getting ready to take the situation in hand at an early date.

The readjustment in steel prices is now in progress, and the question how far it will go is really the question of how much real business the mills need to book in order to round out the year. The tonnage is not particularly large, if none of the business now on books needs to be closed over again.

Had a fresh buying movement been superimposed on the recent one an anomaly would have been furnished. The great movement culminated in October of last year, and after that month buying decreased steadily for several months. There has been no semblance of a buying movement since. Andrew Carnegie used to say that no buying movement could start where the old one left off, and while the statement may not be as strongly applicable as formerly, there is still something in it.—American Metal Market.

PERMANENT MOULDS.

A recent article in The Times Engineering Supplement deals with the use of cast iron moulds when soft or grey-iron castings are to be made. For such castings, chill is not desirable, hence the iron from which they are made should have a content of silicon ranging up to 2.0 to 2.5 per cent. This silicon facilitates the separation of carbon as graphite, keeping the iron grey. Sulphur and phosphorus may be present in larger proportions than in the case of castings made in sand. When a permanent mould is used the metal has to be removed directly it has set, for if left to cool it would show the characteristics of a chilled casting. The same mould may be used to give chilled or unchilled castings. If the metal is removed at a dull red heat it will be too hard for ordinary purposes, but if taken out at a bright yellow heat just after setting, the casting cools as a grey graphitic or mottled iron. The physical characteristics, however, differ from those of a sand casting, the skin being slightly hardened and the grain coarser. It was thought that permanent metal cores would be impracticable on account of the shrinking on of the cast metal. The inconveniences of sand cores, however, led to the employment of short metallic cores in a tentative manner; as no particular difficulty was experienced, permanent metal cores up to 5 or 6 ft. in length are now used, and can be withdrawn quite easily. To get this easy withdrawal, however, it is necessary to remove the core immediately the metal has set and before it has had time to shrink.

Galt, Ont.—Charles Bartlett, of the Scott & Bennett plumbing staff, was presented by his fellow-employees with a quarter-cut oak rocker on the eve of his wedding.

Guelph, Ont.—A new company known as the Guelph Brass Foundry Co. will take over the plant formerly occupied by the Dominion Axle Works Co. The company will manufacture all kinds of brass castings.

Methods of Retailing Paints and Varnishes

Carry Out Aggressive Fall Campaign

Dealers should see to it that the paint stock is given sufficient prominence—Property owners should be shown the value of paint as a preservative agency—The value of window displays as an educative feature.

The approach of fall reminds one of the fact that a considerable amount of painting will be done during the next two months. There are many property owners who realize the economy and value of paint as a preservative for the protection of their buildings from the severe winter weather and they will in all probability prove to be ready purchasers of painting materials. There are other property owners who, through neglect or thoughtlessness, do not appear to pay a great deal of attention to the painted surfaces of their buildings and do not give the subject of painting much thought unless it is brought to their attention. These are the people who should be approached by the hardware merchant. They may be approached in various ways, some through the medium of the daily newspaper, some by personal letters or personal contact, and others through attractive window displays.

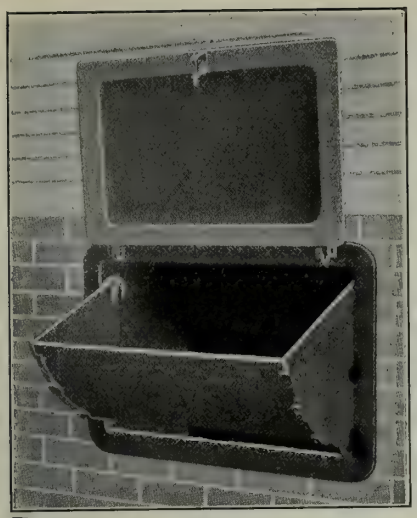
The value of the latter as a business-bringer cannot be overestimated. The show window can be made to play a prominent part in pushing the sale of paints during the fall season. There are a large number of lines of painting materials suitable for fall painting, enough in fact to allow each dealer to run a series of displays all pertaining to paint lines and yet have individuality in each display. A splendid series of paint displays could be arranged at an exceedingly low cost and the results obtained would amply repay the dealer for the time and labor expended. By the judicious use of show cards some strong talking points in favor of fall painting could be given. Special cards could be easily prepared for each display and the suggestions offered could be worded in such a manner as to impress upon the minds of the passers-by the advisability of doing their painting early in the fall.

The early fall season is an ideal time for painting and the coffers of the dealer will be greatly enriched if he starts early in an aggressive campaign for the fall paint trade.

The attractiveness of the labeled cans, color cards, sample slats and racks etc., help to make a window display of paint particularly attractive and interesting. There are so many lines of painting materials that the dealer can show a large number of individual displays, each of which will contain many interesting features. The public cannot be given too much information regarding paint and its uses and the show window is one of the best means the merchant has at his command for interesting the public and causing them to make enquiries. The store windows at one time were used principally for the purpose of admitting light. Little thought was given to the subject of window display. The windows as a general rule were

(Continued on page 80)

Paint display in window of Lariviere, Incorporated, Montreal.—Arranged by E. H. LaFreniere.



MAJESTIC COAL / WOOD CHUTES

are a necessity. That is why they were originally invented. To houseowners who are particular about the exterior appearances of their homes, they have become an absolute necessity. They are not a new article and have been extensively advertised. The increased number of sales during the past few years is sufficient guarantee of the popularity they have attained.

THEIR SELLING POINTS ARE MANY

They are neat and attractive. They avoid broken window panes. They protect the wall, brick work or siding. They are positively burglar proof. They can be installed in old houses as well as new. Cellar windows are generally used as an opening to admit fuel into the basement; but after coal or wood has been taken in two or three times the window sash and frame become badly disfigured, partially broken or totally demolished. The building too is soiled above such a window opening, and to be kept presentable must be continually coated over with a fresh covering of paint. A Majestic Coal and Wood Chute is the one solution.

Let us supply you with all information regarding this popular seller.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
Winnipeg

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

For Every Varnish Need

BERRY BROTHERS VARNISHES

NO matter what your use for varnish—for interiors or exteriors, for floors or walls, for whatever purpose—Berry Brothers can can furnish you the varnish that is best adapted for that use.

Don't buy "just varnish." Let us help you choose the right varnish for your requirements. Don't think that **any** varnish will do for **any** purpose. Floors require a different finish from bookcases; outdoor work, exposed to the weather, needs a different varnish from stair-rails.

Fifty years' experience has taught us how to make all kinds. We make them right—and varnish buyers have come to know and trust us. That is why we have grown to be the largest varnish-makers in the world.

That is why the Berry Brothers label on your varnish-can guarantees not only satisfactory appearance, but durability and ultimate economy.

BERRY BROTHERS' FOUR LEADING ARCHITECTURAL VARNISHES

Liquid Granite—A floor varnish whose name suggests its wonderful durability. Gives a beautiful finish, unhurt by wear or water.

Luxeberry Wood Finish—For the finest rubbed (dull) or polished finish on interior woodwork. For 50 years the standard.

Luxeberry White Enamel—Unequaled for white interior finishing—stairs, hallways, bathrooms, as well as white furniture.

Luxeberry Spar—Widely employed for all kinds of outdoor finishing, exposed to the weather.

Whether you are a householder, builder, architect, or manufacturer, it will pay you to know about Berry Brothers' Varnishes. Solve the varnish problem by buying or specifying Berry Brothers'. Any dealer or painter can supply you.

Send for free booklet, "Interesting to Home-Builders."

BERRY WEEK

From September 13 to September 20 will be "Berry Week," in the leading stores throughout the country, handling varnish, paint and similar goods. Dealers will devote special attention to the sale of Berry Brothers' Varnishes.

Take advantage of "Berry Week." Learn more about varnish. Plan for your fall repairs and decorating. And order Berry Brothers' Varnishes if you want satisfaction.

BERRY BROTHERS, Inc.

Established 1858 — Largest Varnish Makers in the World

Factories: Detroit, Mich., Walkerville, Ont.

Branches:—New York, Boston, Philadelphia, Baltimore, Chicago, Cincinnati, St. Louis. San Francisco

Weekly Market Report --- Paints

MONTREAL.

Montreal, Aug. 27.—Practically no further developments have taken place in paint and oil markets during past week. Business is good for season, and judging from orders for fall delivery, which have already come in, shows signs of another record year for paints. Firmness in linseed oil and turpentine continues, and if anything is more marked than last week.

Linseed Oil Firmer.

Though the advance anticipated for late last week in linseed oil has not yet taken place, a greater firmness is to be noted. Flax is being held very firmly, owing to shortage in new crop, and in view of the present prices of oil, grinders maintain that prices should still be higher. The advance made last week appears to have appeased holders for some brief time, but they still claim that there is no margin for them, and that an upward movement will have to be made soon. Prices to-day hold at 64 and 65 cents for raw, and 67 and 68 for boiled.

Turpentine.

Advices this week from the South state that firmness again rules in turpentine and resin markets. Locally market continues to hold steady at 56 and 57 cents on single barrel lots, and shows little sign of changing so long as primary market is free of any market fluctuations.

Glass, Putty, Etc.

That we will not again see cheap putty is the opinion held by local dealers. Linseed oil is firm, and advancing. Whiting is firm, and with overhead expenses heavy, there appears every reason, state dealers, for keeping putty at high levels.

Firmness still rules in glass, but with no further developments.

TORONTO.

Toronto, Aug. 27.—The feature of the paint market this week has been the sudden advance in the price of turpentine. As reported in our last issue there has been a better feeling in the market lately and firmness has been shown. An advance of 5 cents per gallon took place in Toronto this week.

Paint dealers report business as being very satisfactory and there is a good demand for painting materials, particularly from the small towns. The demand for glass and putty is picking up nicely. No change is reported in the price of white lead. There is every prospect for a good fall trade in painting materials. Linseed oil has declined in price following the decline in the price of flax seed. The demand for ready mixed paints is holding up very well indeed.

Advance in Turpentine.

Turpentine has advanced 5 cents per gallon in Toronto and the prices now quoted are 60c per Imperial gallon in single barrel lots; 2 to 4 barrel lots 59c per Imperial gallon; 5 gallon lots 57c per gallon; 5 gallon cans 50c each. As reported in last issue the market in the south has shown firmness of late and it is reported that there has been a recent demand from Great Britain which has helped to cause an advance in price.

Linseed Oil Declines.

A decline of one cent per gallon has taken place in the price of linseed oil and Toronto quotations are as follows: —Raw linseed oil single barrels 64 cents per gallon; 3 to 5 barrels 63 cents per gallon; 6 to 9 barrels 62 cents per gallon. Boiled linseed oil single barrels 67 cents per gallon; 3 to 5 barrels 66 cents per gallon; 6 to 9 barrels 65 cents per gallon. The demand at present is not heavy and as stated in last week's issue, prices are being governed largely by the Western quotations on flax seed. Representing a standard crop by 100 the average condition throughout Canada of flax seed is 83.85.

White Lead.

Orders are still being booked for delivery until Oct. 1st at 8.20 in ton lots and 8.40 in less than ton lots. The market has continued firm for some time.

Putty, Glass, Etc.

Orders are coming in freely and with the approach of the fall season business should be good in these lines. Glass is still quoted at 15 per cent. Standard putty in casks is quoted at 2.50 per 100 lbs; 2.70 in 100 lb drums; 3.00 in bladders.

Gasoline and Benzine.

No change in price is reported, gasoline remains 25c per gallon in barrels and 24½c in drums. Benzine is quoted at 24½c in single barrels. Wood alcohol remains $1.00 per in 5 gal. lots with an additional charge of 50 cents for can.

WINNIPEG.

The trade is looking for an active business in window glass as the fall season approaches and with the fall redding up there should be considerable activity in floor paints varnishes and interior finishes generally. There is still a large amount of outside work to be done and on the whole prospects in paints and oils are quite satisfactory. There is a good demond for gasolines and lubricating oils. Linseed oils and turpentines are steady.

Since the changes noted last week in galvanized iron and black sheets there is nothing new in metals. Sheet metal products are in good demand and factories orders for tins, etc., indicate that there everywhere prevails an expectation of good fall business.

CARRY OUT AGGRESSIVE FALL CAMPAIGN.

(Continued from page 78)

small and even though their chief use was supposed to be for the purpose of admitting light it was not uncommon to see the windows covered with posters and bills of various descriptions. In recent years the show window has gained a prominent position among the business bringers employed by many of our most prominent and progressive stores. A large number of hardware firms are included among those who make their show windows pay dividends.

The hardware firm of Lariviere, Que., 911 St. Laurent St., Montreal, Que., believe in paying strict attention to their window displays. The accompanying illustration shows a paint display in one of the show windows of the Lariviere store. The display which is a very creditable one was arranged by E. H. La Freniere.

APPOINTING DISTRIBUTING AGENTS.

Arrangemens have been made whereby T. McAvity & Sons, Limited, St. John, N.B., will act as distributing agents in the Province of New Brunswick for The Sherwin-Williams Co. of Canada, Ltd. The stock is to be carried in St. John for the convenience of agents and dealers throughout New Brunswick for the purpose of giving prompt service where goods are required on short notice.

Rocanville, Sask.—E. J. Warford, of Calgary, has arrived to take charge of the tinsmithing department of Kidd & Clements hardware store.

Painters Know Good Paint

and the fact that **B-H "ENGLISH" PAINT** is given the preference by leading painters everywhere is proof enough to any reasonable man that it must be essentially superior. Practical men don't go on wasting their money for it in preference to others, you may be sure they do so because convinced of its merit.

The known qualities of

B-H "ENGLISH" PAINT

make it the most profitable paint to sell, because you have the perfect certainty that it will always satisfy the user and lead to more sales. There's no guesswork about this. The fact of long-continued and constantly extending use is the best possible proof that this is so and that the live dealer can make more and surer profits handling **B-H** than any other paint.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

> These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb.$10 25 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

"Alonzo W. Spooner, Ltd."
Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.
Nicoluminam Grades, No. 1, 2, 3.
Babbitt Metal Grades, No. 1, 2, 3.
Prices, 6c—60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2½ "	12 25	11 00
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 80
" " 4 "	19 80	19 00

BRASS.

Spring sheets, up to 20 gauge	0 26
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal	Toronto
		Per 100 lb.
Casting ingot	17 00	17 00
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', insheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summerlee, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	.....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles ... base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05¼
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 65
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	3 10	3 00
All bright, 52 sheets	3 70	4 15

Galvanized—Apollo	D. Crown	Ordinary	
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x80	8 90	8 90	9 50
20x28x80	9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 75	3 60	3 75
22-24	3 90	3 75	3 90
26	4 15	4 00	4 15
28	4 40	4 25	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Buttweld Pipe.

Size.	Black.	Galvd.
¼ in.	2 28	3 18
⅜ in.	2 28	3 18
½ in.	2 72	3 57
¾ in.	3 28	4 43
1 in.	4 85	6 55
1¼ in.	6 56	8 86
1½ in.	7 84	10 59
2 in.	10 55	14 25
2½ in.	16 67	22 52
3 in.	21 80	29 45
3½ in.	26 22	35 42
4 in.	31 07	41 97

Standard Lapweld Pipes.

Size.	Black.	Galvd.
2 in.	11 66	15 36
2½ in.	17 26	23 11
3 in.	22 57	30 22
3½ in.	27 14	36 34
4 in.	32 16	43 06
4½ in.	36 20	48 90
5 in.	42 18	56 98
6 in.	54 72	73 92
7 in.	80 92	109 50
8 in.	97 92	132 50
9 in.	117 30	162 20
10 in.	140 10	189 50
12 in.	172 40	238 30

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 75; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.

Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb	0 11½	0 11¼
Light copper & Bottoms	0 10½	0 09¾
Heavy red brass	0 10½	0 10[illegible]
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 50	5 50
Imported pig, per 100 lbs.	5 50	5 50
Bar pig, 100 lbs.	5 75	5 85
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guarant'd.	0 28	0 28
Wiping	0 26	0 26

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb.	6 75	7 00

TIN AND TINPLATES.

	Montreal.	Toronto.
Lamb and Flag and Straits— 56 and 28-lb. Ingots, 100 lbs	46 00	45 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

"Dominion Crown Best"—Double.

COATED, TISSUED.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base	4 50
20x28, double box	9 00

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	8 25
I X, Terne Tin	9 75

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet bxs.)
XX, 14x60, 50 sheet bxs.) 7 50
XX, 14x65, 50 sheet bxs.)

TINNED SHEETS.

72x30 up to 24 gauge, case lots	8 50
72x30 up to 26 gauge, case lots	8 95

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Other sizes, 50 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and papernigs 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

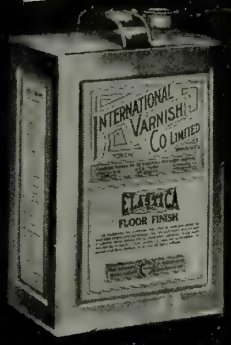
TWO PROFIT PRODUCING SPECIALTIES

REVIVES & RENEWS OLD FURNITURE & WOODWORK

ENDS ALL FLOOR TROUBLES

TRADE ELASTICA MARK

FLOOR FINISH



Lacqueret

THE HOUSEHOLD LACQUER

The one perfect Floor Varnish

INTERNATIONAL VARNISH CO. LIMITED
TORONTO WINNIPEG

BRINGS BIGGER BUSINESS BETTER PROFITS

SPIC AND SPAN

The Name is Fitting

The mere suggestion will bring about more painting, and of course, the use of a SPIC AND SPAN Finish means better painting, varnishing, staining and enameling.

Dealers—The men who give their customers the best value in Paints and Varnishes.

Our Fall Advertising Campaign now running in all the leading

Our full Advertising Campaign now running in all the leading magazines, periodicals and farm papers, will "liven up" the Paint Department of all Full Line MARTIN-SENOUR Dealers. Write for details.

THE MARTIN-SENOUR CO., Limited

CHICAGO MONTREAL WINNIPEG
HALIFAX TORONTO LINCOLN

ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion' 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits	30 and 10
Irwin's auger	45
Gilmour's auger	70
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr.		0 80
Richards Wilcox No. 117 P.D. Hanger, full set		2 75
Stearns wood track		Special
Zenith	....	9 00
Atlas, steel covered	5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin angers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common, new, $1 list.	
Carriage Bolts, ⅜ and smaller	60 & 15
Carriage Bolts, 7-16 and up	55
Carriage Bolts, Norway Iron ($3 list)	55 & 15
Machine Bolts, ⅜ and less	65 & 5
Machine Bolts, 7-16 and up	57½
Plough Bolts	55 & 5
Blank Bolts	57½
Bolt ends	57½
Sleigh Shoe Bolts, ⅜ and less	55 & 10
Sleigh Shoe Bolts, 7-16 and larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes	4c per lb. off
Nuts, Hexagon, all sizes	4¼c per lb. off

Stove rids, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll		0 95
O.K. Paper, No. 1, per roll		0 95
O.K. Paper, No. 2, per roll		0 70
Plain Fibre, No. 1, p. 400 ft. roll		0 50
Plain Fibre, No. 2, p. 400 ft. roll		0 35
Tarred Fibre, No. 1, 400 ft. roll.		0 62
Tarred Fibre, No. 2, 400 ft. roll.		0 43
Tarred Fibre, Cyclone, 25 lbs., roll		0 62
Dry Cyclone, 15 lbs.		0 50
Plain Surprise, per roll		0 42
Resin sized Fibre, per roll		0 42
Asbestos Building Paper, p. cwt.		3 25
Heavy Straw, plain and tarred, per ton		36 00
Carpet felt, per cwt.		2 60
Tarred wool roofing felt, cwt.		2 00
Pitch, Boston or Sydney, 100 lbs.		0 85
Pitch, Scotch, per 100 lbs.		0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 60	3 00
2 Ply Ready Roofing, per sq.		0 75
3 Ply Ready Roofing, per sq.		0 95
2 Ply Ready Roofing, per roll		1 15
3 Ply complete, per roll		1 35
Liquid Roofing Cement, bbls., per gallon		0 17
Liquid tins cement, 5s		0 19
Crude coal tar, per bbl.		4 50
Refined coal tar, per bbl.		5 00
Shingle Varnish, per bbl.		5 00
Caps, per lb.		0 05
Rails, per lb.		0 05
Mop Cotton, per lb.		0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000.	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	31 00
Fire clay (Scotch), net ton	....	5 50
Fire clay (American), net ton	5 00	10 00

CHALK AND PENCILS.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr.	2 40	6 75
Crayons, per gross	....	0 20

CHISELS.

Cold chisels, 5 x 6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in. 2 50
" adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 50
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths	3 45
3 " " "	4 28
4 " " "	5 53
5 " " "	7 60
6 " " "	9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 per cent.
Copper tea and coffee pots, 40 per cent.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz. 5 25
Folding handles, 8 inch, doz. 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " " "	3 31
12 " " "	3 88
15 " " "	5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American	75
Kearney and Foot. Arcade	75
J. Barton Smith, Eagle	75
McClellan Globe	75
Black Diamond	66⅔
Delta Files	60
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (English list)	35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	$ 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickery handle, lb lb.	6.25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ⅛ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs, and over	0 06
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1½-inch, per doz.	5 20
Web	2 45

SISAL HALTERS (SNAP & RING).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12½	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15
Spiders and fry pans, 50 and 5 per cent.		
Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00

Toasters, 50 per cent.
Fire shovels, 50.

Oil stoves and ovens, 50 and 10.

LADDERS, TRESTLES, ETC.

Step Ladders—

Shelf-lock	18c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20 ft., each	$2.60
22	2.86
24	3.12
26	3.38
28	3.64
30	3.80
32	4.16
34	5.10
36	5.40
38	5.70
40	6.00
44	7.48

(COMMON SINGLE LADDERS)

8 ft., each	$ .80
10 ft., each	1.00
12 ft., each	1.20
14 ft., each	1.54
16 ft., each	1.76
18 ft., each	1.98
20 ft., each	2.40
22 ft., each	2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

Cut Down Your WRAPPING PAPER Expense

We Can Help You

to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote you prices—then you will realize what a saving it means to you.

DO NOT DELAY WRITE AT ONCE

ALEX. McARTHUR & CO., LTD., 82 McGILL STREET MONTREAL

F. J. COX, Winnipeg, Sole Agent for West

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

HEINISCH TAILOR SHEARS

You'll Find Heinisch Quality and Heinisch Profit a Combination Hard to Beat.

"Heinisch" Tailor Shears are made by methods developed during the 85 years of their manufacture.

The quality of material used, and the workmen employed are the very best procurable.

Heinisch high quality is also found in our Scissors, Trimmers, Tinners' Snips, etc.

Be sure to specify "Heinisch" Goods when ordering from your jobber.

R. Heinisch's Sons Co., Newark, N.J., U.S.A.

ROBERTSON SOCKET HEAD WOOD SCREWS

Will Give the Wood Worker the Best Satisfaction

They Save Time, Labor and Material

This is a real wood screw. A specially designed screw driver fits snugly into the square hole, and there it stays until the work is done.

This is the only wood screw of this type on the market and it is invaluable to carpenters, cabinet-makers, carriage-makers and for electric wiring.

Be sure to stock a few.

We manufacture high quality Hand Drivers, Yankee Bits, Brace Bits, Rivets, Bars, Washers, Nails, Wire, etc.

Drop us a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

(PAINTERS TRESTLES).

6 ft., each .. ..$1.50 14 ft., each ..$4.20
8 ft., each .. .. 2.00 16 ft., each .. 4.80
10 ft., each .. .. 2.50 18 ft., each .. 5.40
12 ft., each .. .. 3.00 20 ft., each .. 6.00

LANTERNS.

No. 2 or 4, plain cold blast, doz. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz.......... 7 50
Brass well japanned, doz........... 9 25
All brass, doz........................ 24 00
Cold blast globes, doz............... 0 50
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft............. 0 13½
Corrugated, ¾ in., ft. 0 17
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from.......... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per do z.............. 1 20 1 50
Folding ironing boards 16 25 18 00

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen...... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap ....per gross 30 00
Indian snap .... " 25 00

RAZORS.

	Per doz.	
Boker's	7 50	11 00
Boker's King Cutter	11 30	14 40
Henckel's	7 50	20 00
Gillette Safety, each		3 75
Star Safety Razor, 33 1-3 per cent.		
Edelweiss		16 00

ROPE AND TWINE.

Sisal rope 0 12
Pure Manila rope 0 17
"British" Manila 0 13
African hemp 0 13
Cotton, 3-16 inch and larger 0 27
Russia Deep Sea line, 7-16 and larger, 18c.
Jute, 7-15 and upwards, 10½c.
Lath yarn, single 0 11¼
Lath yarn, double 0 11¾
Sisel bed cord, 48 feet, per doz.. 0 72
Sisel bed cord, 60 feet, per doz.. 0 90
Sisel bed cord, 72 feet, per doz.. 1 08
Cotton clothes line, 18 per cent. off.
Bag, Russia twine, per lb. 0 27
Wrapping cotton, 3-ply twine.... 0 26
" " 4-ply twine...... 0 30
Mattress twine, per lb. 0 45
Staging twine, per lb. 0 35

BINDER TWINE.

650 ft., per lb. 0 12⅛
600 ft., per lb. 0 11
550 ft., per lb. 0 10
500 ft., per lb. 0 09½
5 ton lots, ⅛c lb. allowance.
10 ton lots, ¼c lb. allowance.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot , doz.... 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.. 2 28
Sectional, ½ lb. each, per 100 lbs.. 2 35
Solid, 3 to 30 lbs. 1 63

SASH CORD.

No. 3, per lb. 0 28½
Sash Chain, No. 2, hd. ft...... 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 20
Common doors, 2 or 3 panel, grained only, 4-in. style 8 40
Beaver window screens, 14 x 18, open 28½ inches 1 00
Perfection window screens, 14 x 15, open 22½ inches 1 30
Model window screens, 14 x 22, open 36½ inches 2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS.

	Per cent.		
Wood F.H., bright and steel.	85	10	7½
" R.H., bright	80	10	7½
" F.H., brass	75	10	7½
" R.H., brass	70	10	7½
" F.H., bronze	70	10	5
" R.H., bronze	65	10	5
Drive screws	65	10	5
Set, case hardened	60	10	
Square cap	50 and 05		
Hexagon cap	45		
Bench, wood, per doz.			$5 00
Bench, iron, per doz.			4 25

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only.
Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 1 50
Eureka tinned steel, hooks, per 1,000 .... 8 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 .... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths...... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCTHE.

		Dozen		
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in...		2 50	3 10	3 50
Hindostan	per lb.		0 06	0 10
" Slip	"		0 18	0 20
" Axe	"		....	0 16
Deer Creek	"		....	0 10
Weerlick	"		....	0 25
" Axe	"		....	0 15
Oily White, 6 in., 7 in., 8in., doz.		6 00	6 60	7 60
Arkansas	"		....	1 50
Water-of-Ayr	"		....	0 10
Scythe	per gross		3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90, brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
Lufkins, steel, No. 264, 66 ft., ea. 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821... 1 95
Chesterman's Steel, No. 1840, 50 ft... ....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps 0 60
Out O' Sight Rat Traps 1 20
Easy Set Mouse Traps 0 45
Easy Set Rat Traps 0 95
Blizzard Mouse Traps 0 45
Blizzard Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VACUUM CLEANERS.

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combination Cleaner...... 6.50
Cadillac Electric, Model C......... 18 00
Cadillac Electric, Model D......... 20 00

VISES.

Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz......... 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Velox 180 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3........ 85 00
20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz......... 47 50
Eze, 11 in., per doz. 51 75
Bicycle, 11 inch 59 25
Trojan, 12 inch 100 00
Favorite 511E 61 50
Unexcelled 1041E 75 50
Challenge 311E 54 00
Gem 141 .... 51 75
Sunlight 111 .... 44 50
20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 in.. 0 70
" " " 34 in.. 1 00
" " " 36 in.. 1 25
" " neckyokes, 36 in.. 1 25
" " doubletrees, 40 in.. 0 95
" " lumbermans, 44 in.. 0 95

WOOD HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ask fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes, oval and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent. Wrenches.
Agricultural, 67¾ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.......... 4 50
With rim, 18x28, per doz.......... 5 00
With rim, 20x30, per doz.......... 5 50
Without rim, 18x24, per doz...... 4 00
Without rim, 18x28, per doz...... 4 50
Without rim, 20x30, per doz...... 5 00

IRONING BOARDS.

Size 12x60 ins., per doz.......... 5 75
Size 14x60 ins., per doz.......... 6 25
Folding, 12x60 ins., per doz...... 15 00

SLEEVE BOARDS.

Basswood, stationary, doz........... 1 50
Folding, per doz. 3 50

WASH BOARDS.

Glass, doz. 3 25
Enamelled, doz. 4 50

CLOTHES BARS.

3 sections, 4 ft., doz............... 4 25
3 sections, 5 ft., doz............... 5 50
3 sections, 6 ft., doz............... 7 25

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz..... 12 00

CLOTHES PINS.

Common, 5 gross in box, per box 0 65
Spring clothes pins, per box........ 1 00

WOOD WASH TUBS.

Standard size, doz. ....

TUB AND WRINGER STANDS.

Folding frame, doz. 18 00

BENJAMIN MOORE & COMPANY, Limited

TORONTO, CANADA

MAKE

MURESCO, The best Wall Finish.

SANI-FLAT, The best Flat Oil Paint, Washable and non-poisonous.

MIXED PAINT, Moore's House Colors, second to none.

YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell, the MOORE Line and make more money with less investment.

1914 BRUSHES 1914

YOU want value when you buy brushes. The best values can only be offered by the largest buyers of brushes and you will readily concede this. We are the largest buyers of brushes in Canada and can give you the biggest values whether in Paint Brushes of any kind, Horse Brushes, Scrub Brushes, Cloth Brushes, Hair Brooms, etc. Our salesmen will be out early this fall and we feel it will be to your best interest to await their arrival. Let their samples prove our statements.

G. F. STEPHENS & COMPANY LIMITED
WINNIPEG and CALGARY

Wood Mantels, Coal, Gas or Electric Grates
Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS, GAS LOGS, Etc., in fact Everything for the Fire-Place

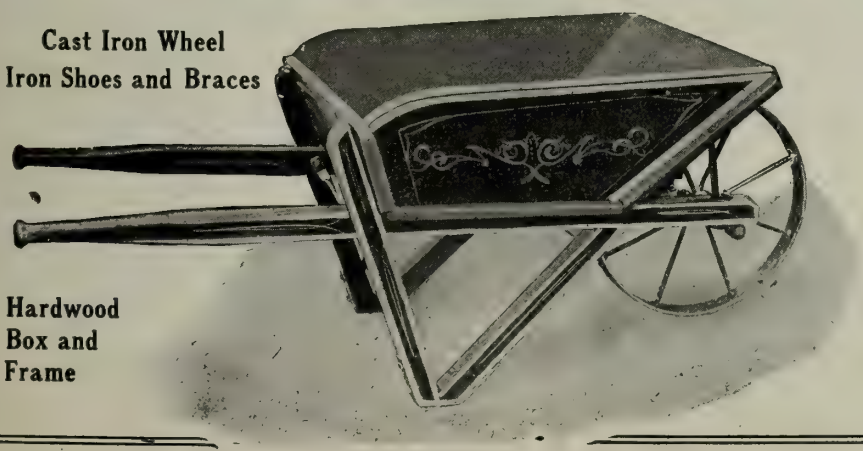
Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue - - - WINDSOR, ONT.

Cast Iron Wheel
Iron Shoes and Braces



Hardwood Box and Frame

This Quality Barrow
Will Bring You Excellent Results

Those desiring an easy running and strong barrow should get this one. It will give a service that customers expect, and be the means of bringing you other sales.

Try it and see for yourself.

Write to Dept. K.

The Schultz Bros. Co., Limited
BRANTFORD, ONTARIO

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's per dozen	0 65	1 00
North Bros., No. 30, per doz		16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 79. Seymour's, 50 and 10 per cent. Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.60
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.00
	In casks per lb.
Sulphate of copper (bluestone)..	0 07
Litharge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)....	0 01
Sugar of Lead	0 90

COLORS IN OIL.

Venetian red, 1-lb. tins pure.....	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure..	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons........	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.		Per lb.
French medal		0 14
German common sheet		0 10
German prima		0 17
White pigsfoot		0 21
Brantford medal		0 10
" golden medal		0 11
" brown sheet		0 10
" Golden sheet		0 13
" Gelatine		0 22
" white gelatine		0 22
" white glue		0 12
" 100 flake	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL	0 11½
CL	0 12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb....	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb....	0 20½
In 25 lb. drums, per lb..........	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb..	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb..	0 23¼
In ½ lb. pkts., 100 lb. cs, lb...	0 24¾
In 1 lb. tins, per lb...............	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs....	0 08¾

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base....		2 00
Canada Paint Co.'s pure..	1 75	2 00
Globe house paint (Windsor)....		1 60
"New Era" house paint (Windsor)		1 85
Benj. Moore Co.'s "Egyptian" Brand		1 60
Moore's pure linseed oil, H.C..		1 65
Brandram-Henderson's "English"		2 00
Ramsay's paints, pure		1 80
Ramsay's paints, Thistle		1 60
Martin-Senour, 100 p.c. pure....		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co.		
Jamieson's Crown and Anchor brand		1 60
High Standard		2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.

Standard	Montreal	Toronto
Bulk, in casks	2 30	2 50
Bulk, 100 lb. drums......	2 50	2 70
Bladders, in bbls..........	2 80	3 00

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.......	5 90	5 75
No. 1 kegs, per 100 lbs.........	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15
U. S. Water White	.17	15½
U. S. Pratts Astral	.21½	17½
Castor Oil, per lb. in bbls...	8¼	8½
Black Oil, Summer	.12c	12c
Black Oil, Winter	.14	14
Cylinder Oil, Green	.35	35
Parafine Oil	.22	20
XXXX Machine	.22½	21
Benzine	.27½	24½
Motor Gasoline, in drums...	.24½	24½
Motor gasoline	.27½	25
Pure turpentine, single bbls.	.56	55
Linseed Oil, raw, single barrels	.65	65
Linseed Oil, 3 to 5 bbls......	.64	64
Linseed Oil, 6 to 9 bbls......	.64	63
Linseed Oil, boiled— single bbls.	.63	68
3 to 5 bbls.	.62	67
6 to 9 bbls.	.62	66
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots ..	7.25	8.00

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps, brown japan	1 00
No. 1 brown japan	0 90
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 30
B.H. Ltd. "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish....	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure..	8 25	8 20
Crown and Anchor, pure.	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 00
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd....	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 70 and 10 per cent.

BARB WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William, $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅜ and smaller, 60; 7-16 and larger, 50; machine, ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅜, 50½c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.50 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)....	5 00	5 35
26G (eual 28 Amer.)...	4 50	5 10
24G	4 25	4 65
22G	4 25	4 65
20G	4 15	4 55
18G	4 15	4 45
16G	4 00	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

50 per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

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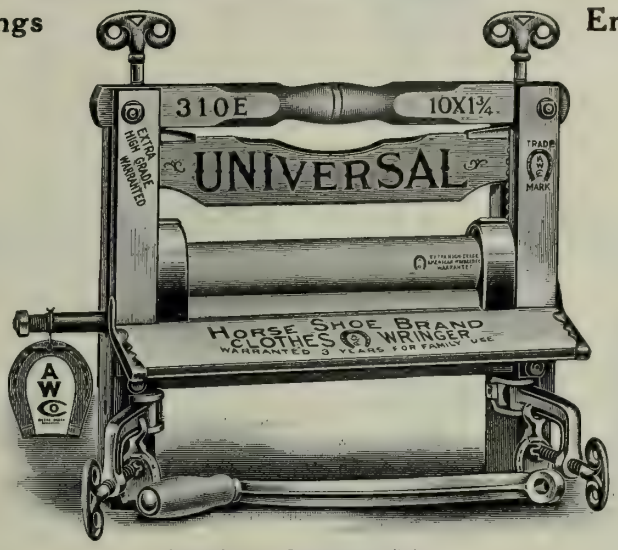

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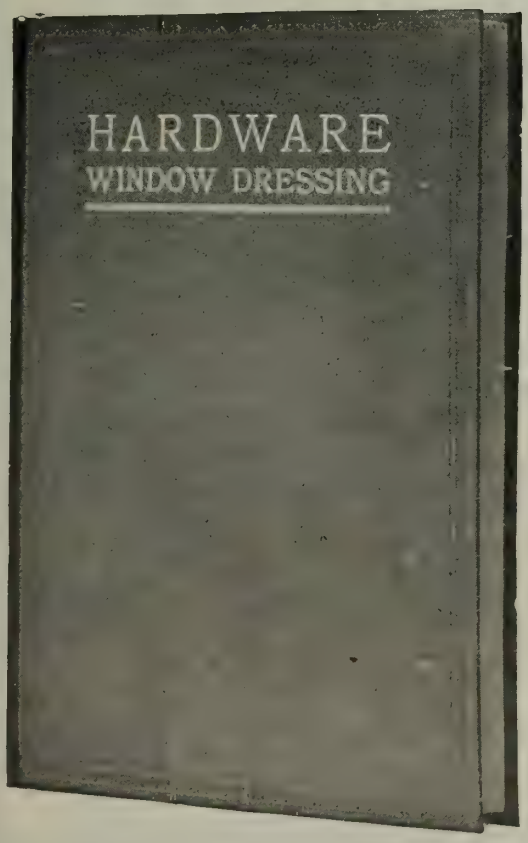

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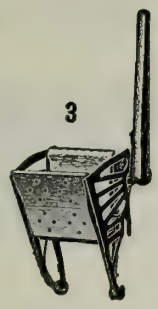

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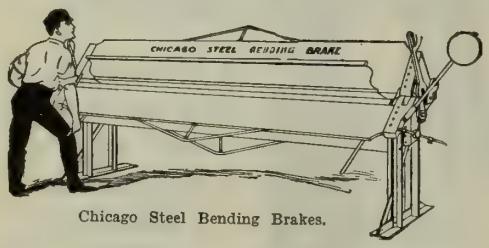

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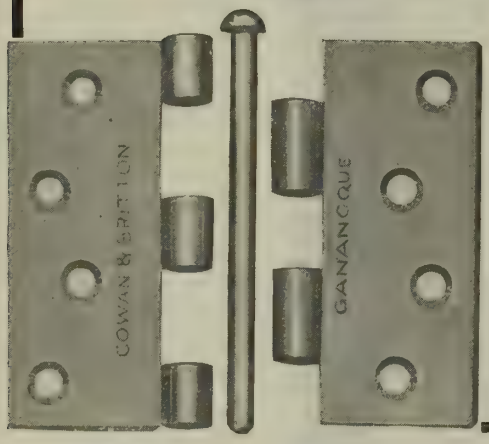

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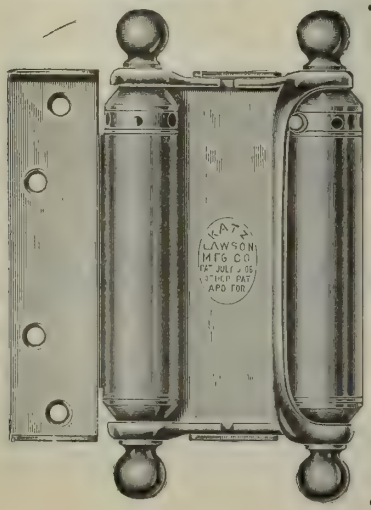

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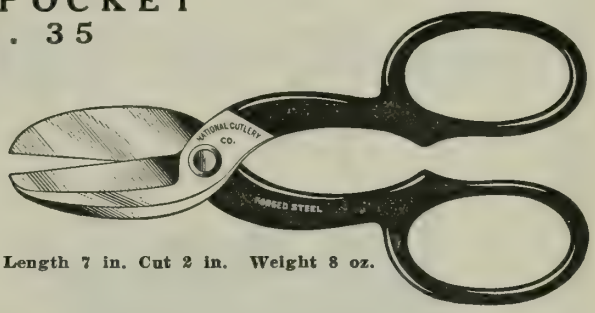

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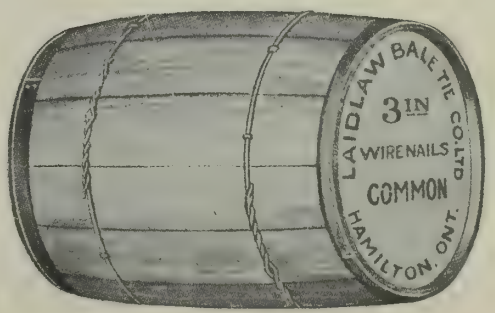

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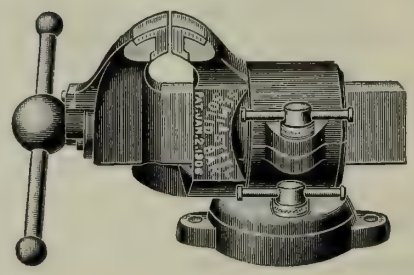

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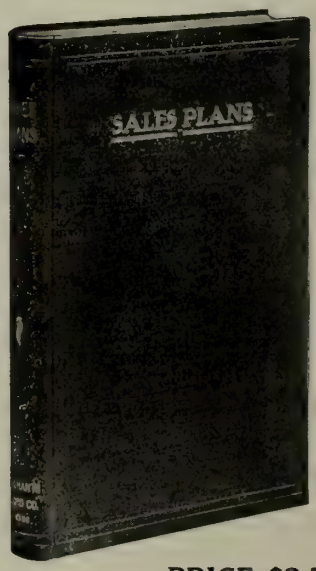

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"The Finest Gun in the World."

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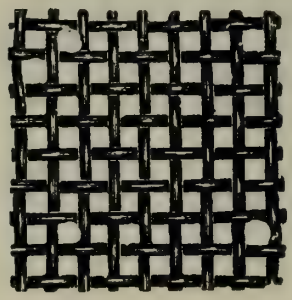

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Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.

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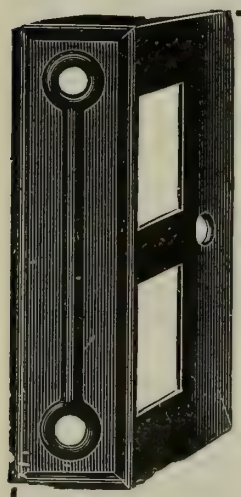
ENQUIRIES SOLICITED.

REPRESENTATIVES:

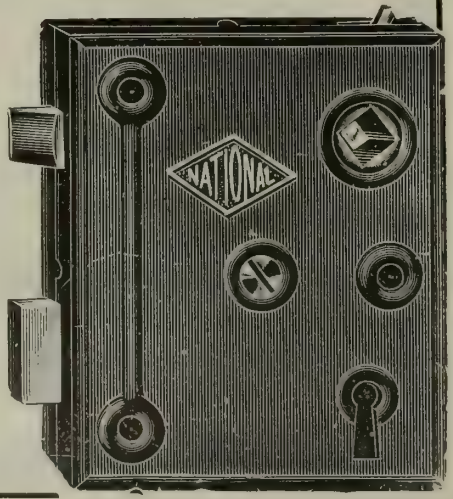
Jas. S. Parkes, P. O. Box, 42 St. Henri, Montreal
D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse of Alberta Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B. C.



NATIONAL STEEL RIM LOCK

The *National* lock is *superior* to all others in simplicity of construction, strength, durability and quality of finish.

It will attract the *best hardware* buyers to your store. It will give perfect satisfaction.



The world needs a trouble saver—we have it. Let us convince you before you buy. Write for samples and prices.

National Hardware Co., Ltd.

Orillia, Ontario, Can.

Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit

This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

CHAIN

The James McKay Company
PITTSBURGH

Proof Coil Chain

B. B. Coil Chain

B. B. B. Coil Chain

Dredge Chain, etc. etc.

B. & S. H. THOMPSON & CO.
Limited
SALES AGENTS FOR CANADA
MONTREAL TORONTO WINNIPEG

Mr. Live Dealer—

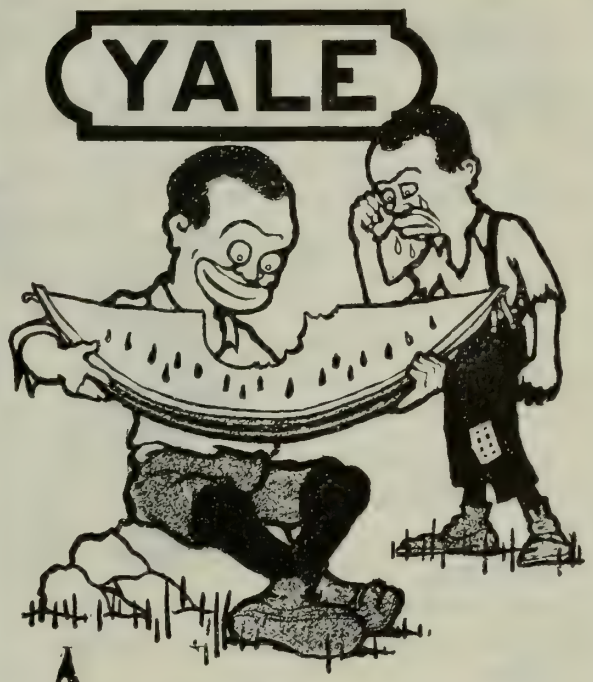
MENDETS
A PATENT PATCH

will make you a good profit. It is the only device manufactured that will positively mend graniteware and hot water bags to stay mended.

5,000,000 in use.

Order from your jobber or write direct.

Collette Manufacturing Co.
Collingwood Ontario



Are You Getting Your Share?

The trouble with August is that whereas trade is slack, the cost of doing business is just about as brisk as usual.

There is not much to be done about the *outgo*, but the *income* is entirely up to you.

Yale Locks and Builders' Hardware have no season. They are *manufactured* the year around, they are *advertised* the year around and they are *sold* the year around.

They may not have the popularity of a summer drink, but there is a good, steady call for them quite independent of the temperature.

The dealer who meets this demand, by carrying an adequate stock, backing it up with the kind of advertising and selling energy that the goods deserve, is going to get the lion's share.

Better get yours while the getting is good.

Canadian Yale & Towne Limited
Makers of Yale Products in Canada:
Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists
General Offices and Works: St. Catharines, Ont.

Good Pumps--- With Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue. Write

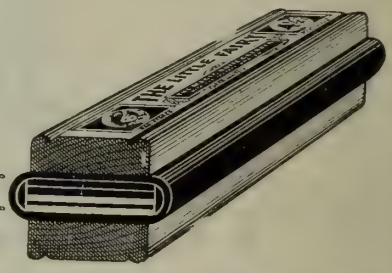
The
R. McDougall Co., Limited
GALT, CANADA

THE KNIFE CLEANER

with the largest demand and sale of any Cleaner ever invented.

Special offer to Canadian buyers:

I will ship, free, Toronto, 2 gross of the Little Fairy Knife-cleaners, **Patented, for 8 dollars per gross, cash** on delivery.



A combination of felt and cork; it will clean, remove stains, sharpen, and will polish knives quicker and with a more brilliant, velvety polish than any machine, board or cleaner.

Samples with pleasure, or 2 dozen mailed on receipt of 1 dollar.

I am the largest manufacturer of Knife Cleaners in England, including The Wizard, The Sun and The Caly.

WILLIAM MACKAY
104 RENFREW STREET, GLASGOW

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout Six-Inch Stroke

This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR
BIG FREE CATALOGUE

The Aylmer Pump & Scale Co., Limited
AYLMER, ONTARIO

A Good Year-round Seller!!

is within your reach. Seize this opportunity to stock

The "Tweed" Sanitary Chemical Closet

It will bring you surprising results

Bottom and top stamped out of 20 gauge Galvanized Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points, or an expert salesman and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

Steel Trough & Machine Co., Ltd
TWEED - : ONTARIO

Stocked in West by
The J. H. Ashdown Co., Limited, Winnipeg, Saskatoon and Calgary
Gordon & Son, Eburne, B.C.

RUBY LINES YOU SHOULD STOCK

We are prepared to prove they give satisfaction and draw trade

Ruby Flux Soldering Fluid for all Metals

Red Letter Soldering Fluid for Tin only

Dust Oil Sweeping Compound (Barrels or Cases.)
Ruby Furniture Preservative.
Ruby Hardwood Finish Cleanser.
Ruby Auto Body Polish.
Ruby Silver Polish Powder.
Ruby Floor Oil.
Ruby Spray Oil.
Ruby Disinfectants.
Ruby Liquid Soaps.
Ruby Metal Polish.
Ruby Vermin Exterminator.
Liquid Soap Dispensers.
Floor Oilers.
Spraying Pumps.
Janitors' Supplies.
Sole Canadian Agents for J. Adams, Sheffield, Eng., Manufacturers of—
Furniture Polish.
Floor Polish.
Plate Powder.

Write for Samples.

THE CANADIAN RUBY CHEMICAL COMPANY, Limited

Office and Factory 744 Wall Street, Winnipeg

Adjustable Scraper No. 81

No. 81—10 in. long, weight 2¼ lbs. List Per Doz., $18.00. Packed one in a box.

Stanley Tools

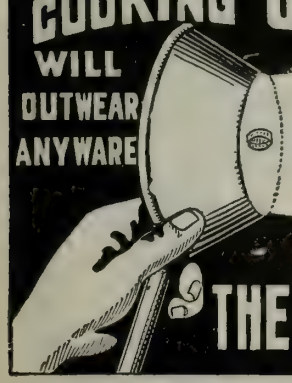
This tool is meeting with considerable favor among Cabinet Makers and those requiring a Scraper for especially fine work.

It has a rosewood face, and the handles are raised to protect the user's hands. The body and handles are cast in one piece, and are handsomely nickel plated. The cutter is made of a high grade of steel.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

"OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

WILL OUTWEAR ANY WARE



"A new light" on the cooking question—We have a new assortment every month. If you are interested in profits, write us to-day.

Western Distributors: Moncrieff & Endress Ltd., Scott Bldg., Winnipeg, Man.

THIS TRADE MARK
WARE M'F'G. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE
ON EVERY ARTICLE

THE WARE M'F'G. CO. LIMITED OAKVILLE, ONT.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

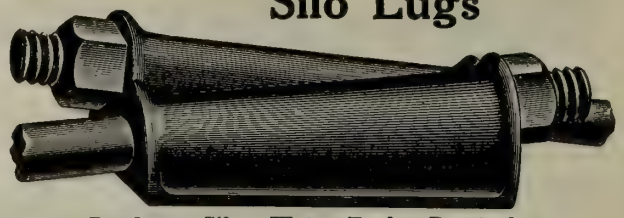
REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Silo Lugs



Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

Otterville Mfg. Co'y., Limited
OTTERVILLE, ONTARIO

SPRAY POTATOES
WITH
The COLLINS Improved Automatic Sprayer

Adapted for spraying Potatoes, Fruits, Flowers, Vegetables, Cattle, Fly Oils.
Made of the best materials throughout.
Ask your jobber, or write us.
We are **Spray Pump Specialists,** making different kinds.

THE COLLINS MANUFACTURING CO.
TORONTO, ONT.

ARCTIC METAL
FOR COOL BEARINGS! IT'S RELIABLE.

It costs money to right a wrong.
WHY NOT USE
ARCTIC METAL
in your bearings and have no wrong to right.
Tallman's reputation is in the goods.

Tallman Brass & Metal Co.
HAMILTON, ONT.

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.
Write for prices ***Prompt shipment.***
ELECTRIC WELDED TRACES A SPECIALTY
Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

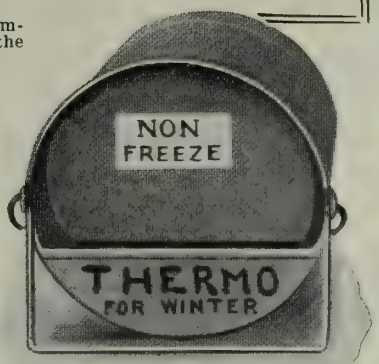
The "THERMO" Poultry Fountain

PATENTS PENDING

In the "Thermo" are embodied the principles of the "dead air space" and the double walls. These worked out into a practical idea, make the Thermo Fountain.

After trying out several styles of fountain construction we are free to say: That the "Thermo" meets the demand for a non-freezing fountain.

Stock it now. Every poultry raiser should have one.



Manufactured by

WILL. H. COTTON

SALEM, NEW YORK

THERE IS ONLY ONE **GERMANTOWN** LAMP BLACK

We lead the world in the manufacture of High-Grade Lamp Blacks.

Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

SILO RODS

COUPLINGS, DOWEL PINS, CONSTRUCTION BOLTS, and DRIFT SPIKES

Prompt Shipments

LONDON, CANADA

Natural Gas Goods

of every description

at

T. F. BERMINGHAM'S

20 John Street South

HAMILTON, ONT.

CASH or PARCEL CARRIERS

SAVE TIME & MONEY

Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.

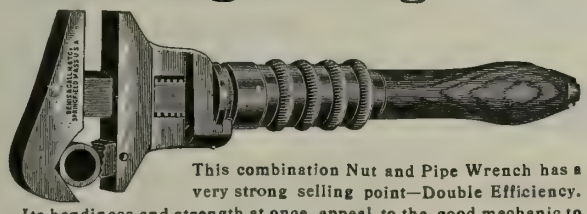
CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT

EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

TRADE B&C MARK

ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal

TORONTO - MONTREAL - WINNIPEG

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

BABBITT METAL.

SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

HOOKS.

HOOKS Every style and size.
We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.
ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

MANUFACTURERS' AGENT.

H. E. JOHNSON
Factory Representative
12 Melinda St.
Representing TORONTO
Hupfield, Ludecking & Co.
Ohio Shovel & Stamping Co.
Cochran Pipe Wrench Mfg. Co.

A want ad. in this paper will bring replies from all parts of Canada.

COAT HOOKS.

Ask your dealer for
GOLD COIN WIRE HAT and COAT HOOKS
Made only by
JAMES & REID, Perth, Ont.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

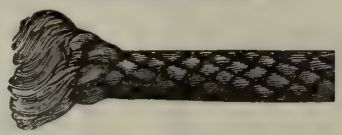
LETTERS
White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto
NUMBERS

J. H. BUTLER, Limited.

Wolverhampton, Eng.

Manufacturers of Chest Handles, Spout Brackets, Steel Rakes, Kettle Ears, Rivets, and all kinds of fittings for Iron and Tin-plate workers' use. Wedges, Clips and all kinds of Wire Fencing.
Illustrated list on application.

HERCULES
SASH CORD



THE BEST MADE
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine
All Wholesale Dealers Sell Them

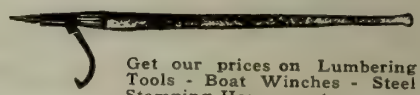
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

TENTS.

TENTS
We have a number of second-hand tents in stock which you could handle at a nice profit.
List sent on application.
Raymond Bros.
London, .:. .:. Ontario

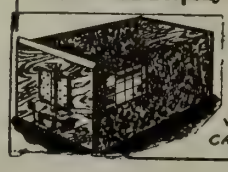


Get our prices on Lumbering Tools - Boat Winches - Steel Stamping Hammers etc.
ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.

Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

HARDWARE SHELF BOXES.

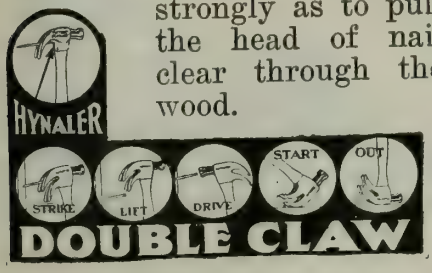
Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL Toronto

Order the "HYNAILER"

Best single claw hammer ever made. Holds the nail for high, low or far across driving. Grips plain part of nail so strongly as to pull the head of nail clear through the wood.



ORDER THE "DOUBLE CLAW" Best Hammer ever made. Holds the nail for starting to drive where you cannot reach with two hands. Pulls the nail out straight without a block. All jobbers.

Manufactured by

DOUBLE CLAW HAMMER CO.

453 BROADWAY BROOKLYN, N.Y

Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

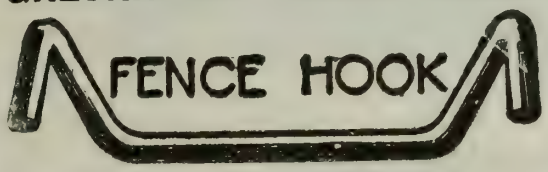
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

FORD

An Auger Bit You Can Depend on. Fully Warranted
FORD AUGER BIT CO. HOLYOKE, MASS.

LONDON HIGH GRADE

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.

The consignments you receive from time to time are the same through and through.

Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

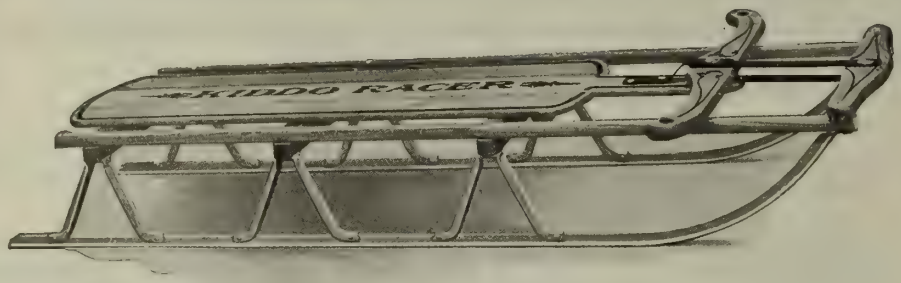
London Rolling Mills Co., Limited
LONDON - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto
Manitoba, Bissett & Louks Limited
Winnipeg

BAR IRON

Raise the Standard of Your Business

By Selling Our High Grade Sleds and Sleighs



Steering Sleds

We are to-day showing the largest assortment of high-grade steering sleds to be found in Canada.

The wood parts of these sleds are made from Northern White Ash and care is taken to select well-seasoned material of good color and texture; wood parts are finished with the natural grain, filled and varnished with the special wear-resisting compound, which has made our goods famous. Runners are of round-top tee steel, well braced and built throughout.

Baby Sleighs

These sleighs are strong, roomy and comfortable, with bent Rock Elm handles. They also have a splendid appearance, being painted red or green, hand decorated and varnished. The box is made of Basswood, making it light, while the runners are made of hard Maple with half round steel screwed on.

Don't place your order for sleighs and sleds till you have full particulars and prices on our line. Ask for catalog.

CANADIAN BUFFALO SLED CO., LIMITED, - Preston, Ontario

Satisfied Customers

Is Always the Result of Selling

STILL'S Axe Handles

These handles are unexcelled in quality, finish and durability, and are well balanced and well shaped.

The selection and seasoning of the wood—the shaping and balancing of the handles, are done by men who make a specialty of this work.

We guarantee satisfaction. Our prices will interest you.

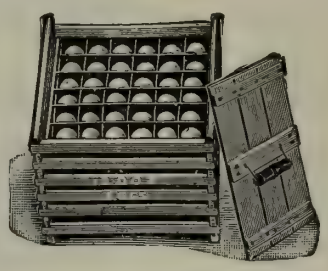
J. H. STILL MFG. CO., Ltd.

ST. THOMAS, ONT.

Humpty Dumpty

Folding Egg Crates

Strong and Well Made | A Splendid Seller



Write for complete catalog.

The value that prevails in the Humpty Dumpty is the kind that makes business a great success.

Stock a few of these crates now. A display will bring you many buyers.

We handle a high-grade line of **Wooden Ware, Brooms, Brushes, Wrapping Paper, Paper Bags, etc.**

WALTER WOODS & CO.

HAMILTON and WINNIPEG

THE Home Ironing Machine

Have you an organization capable of selling a High Grade Household Article?

If so, write us for full particulars on Home Ironers. Profits are right. The Machine is built right and carries our Guarantee. We put them out on 30 day FREE TRIAL, to consumers. Made in three sizes, 24 in., 31 in. and 37 in. long. Operated by Hand, Belt or Motor. Heated by Gas or Gasoline. Sells for $20.00 up. If 42% on your investment satisfies, send sample order to-day.

The McBreen Laundry Equipment Co.
Cincinnati, Ohio

LAMP BLACK INSURANCE

Eagle, Old Standard, Pyramid and Globe Germantown

Sixty-four years' reputation behind each package INSURES THE DEALER.

Lampblacks in bulk that are positively unmatchable in strength and delicacy of tone INSURES THE USER.

THE L. MARTIN COMPANY
Headquarters Since 1849
New York, Philadelphia, Cincinnati, London, England

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

The Burrowes Patent Dustless Rocker Ash Sifter

can be recommended because it is dustless. Attached scuttle and double rims make it so. Order now to make sure of September delivery.

Kennedy Hardware Co., Ltd.
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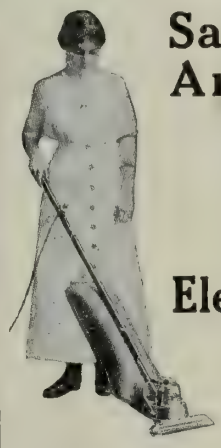

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Canada's Only Weekly Hardware Paper

MONTREAL TORONTO WINNIPEG

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Star Expansion Bolt Co., New York.

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Ford Auger Bit Co., Holyoke, Mass.
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Black Sheets.
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Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
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Star Expansion Bolt Co., New York.

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Peck, Stow & Wilcox Co., Cleveland.
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Tallman Brass & Metal Co., Hamilton.

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Brantford Oven & Rack Co., Brantford.

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Stevens-Hepner Co., Port Elgin.
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Cummer-Dowswell Ltd., Hamilton, Ont
J. H. Connor & Son, Ottawa.
David Maxwell & Sons, St. Mary's.
American Wringer Co., New York City
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The Stanley Works, New Britain, Conn.

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Chicago Spring Butt Co., Chicago.

Hockey Sticks.
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The Steel Co. of Canada, Ltd., Hamilton.

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The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
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Stratford Mfg. Co., Stratford, Ont.

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Archibald Kenrick & Sons, Winnipeg.
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Peterborough Lock Mfg. Co., Peterborough, Ont.

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Pink, Thos., & Co., Pembroke, Ont.

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McIntosh, H. F., & Co., Toronto.

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Saskatchewan Glass & Supply Co., Moose Jaw.

Mats & Mattings—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.

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Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
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The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Metal Shingles, Sidings, Etc.
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Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
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The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

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Oakey, John, & Sons, London, Eng.

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Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

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Smith Hardware Co., Montreal.

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P. L. Robertson Co., Milton.

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Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
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Carborundum Co., Niagara Falls, N.Y.

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Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Gidden Varnish Co., Toronto.
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International Varnish Co., Toronto.
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Martin-Senour Co., Montreal.
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Pinchin, Johnson Co., Toronto.
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A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
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Simonds Hardware Co., St. Louis.

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Brantford Oven & Rack Co., Brantford.

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Jas. Smart Mfg. Co., Brockville.

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Canadian Fairbanks-Morse Co., Ltd., Montreal.

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Canada Paint Co., Montreal.
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Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

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Hamilton Stove & Heater Co., Hamilton.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
Simmons Hdw. Co., St. Louis, Mo.

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Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
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Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

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Gillette Safety Razor Co., Montreal.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

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McClary's, London.

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Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
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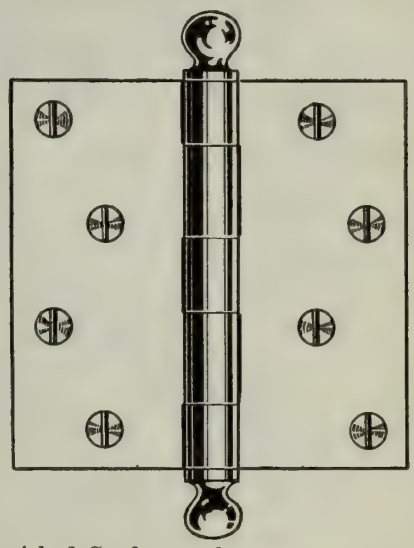

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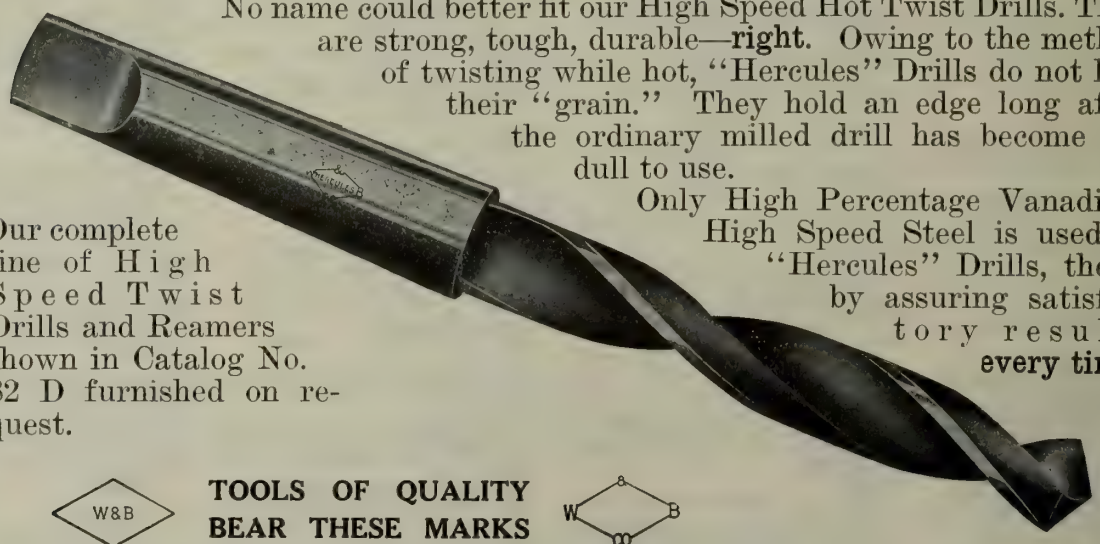

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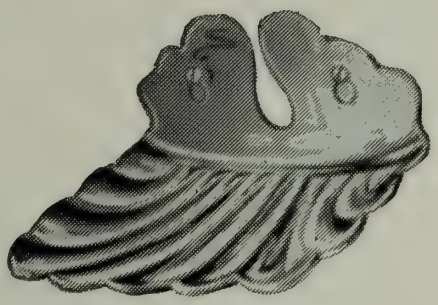

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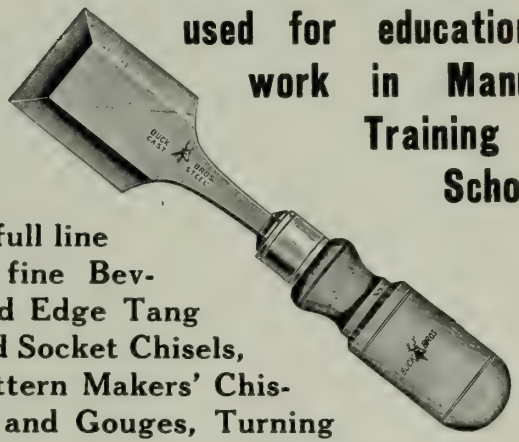

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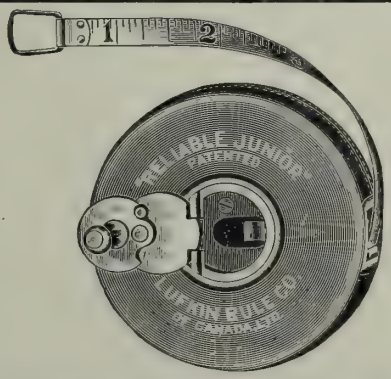

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HAVE BEEN ON THE MARKET FOR YEARS AND SELL READILY BECAUSE THEY ARE WELL MADE TO SERVE A PURPOSE AND SERVE THAT PURPOSE WELL.

NOT MADE MERELY TO SELL.

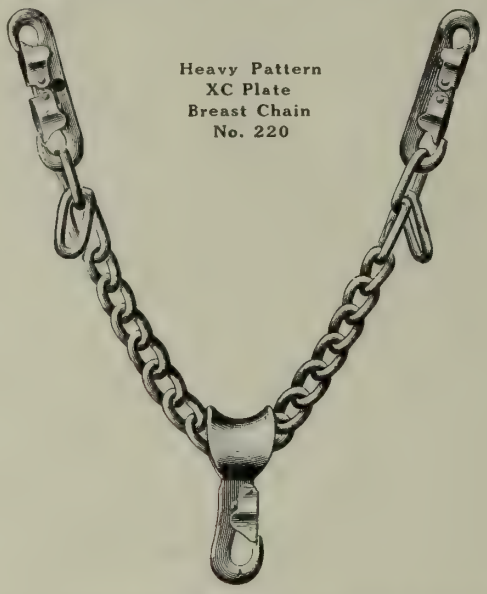
McKINNON ELECTRIC-WELDED CHAIN

No. 85 Heel Chain

25% More Weld

Perfect Welding

Sold by All Jobbers



Heavy Pattern XC Plate Breast Chain No. 220

25% More Wear

Fully Guaranteed

Handled by Dealers

Wagon Box or Anti-Spreader Chain.

A FEW OF THE MANY HARNESS SPECIALTIES MADE BY

McKINNON CHAIN COMPANY

ST. CATHARINES, ONT.

No. 40 Heel Chain

MALLEABLE IRON CASTINGS

Three Points of Efficiency

QUALITY →

The primary requisite for efficient castings is that they be made of good stock perfectly moulded—no flaws, air or sand holes. They must be annealed to just the right hardness to do the work expected of them.

SERVICE →

A pattern department that can accurately convert your ideas into perfect moulds. A capacity and a determination to get goods out on time. An executive force of trained men for your counselors.

PRICE →

Not so cheap as to necessitate inferior workmanship, but sufficiently low to meet competition, quality and service considered.

We offer you all this and more.

May we not be favored with your orders?

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV. Publication Office: Toronto, Canada No. 36

September 6, 1913

The Superior Quality of

Glidden

Green Label Varnishes and Jap-A-Lac

Makes Them Stay Sold

YOU have a right to be particular about the goods you sell in your store. Your reputation depends upon them.

Let this be your motto—Sell Good Goods—Sell Profitable Goods—And Sell Them in Large Quantities.

The superior quality of Glidden's Green Label Varnishes and the world famous JAP-A-LAC is not open to dispute.

They are worthy of your reputation because we make them worthy of ours.

The Glidden Discount makes them most Profitable and the Glidden Advertising in magazines, newspapers, bill posters, railway bulletins, street cars, etc., etc., makes them easy to sell.

Write for our unusual offer to the trade

The Glidden Varnish Company

TORONTO, ONTARIO

Factories: Toronta, Canada. Cleveland, Ohio. **Branches:** London, New York, Chicago

Big Ben

Let Big Ben do your Advertising

You can buy Big Ben with your name on dials in lots of 24.—Your customers will take them right into their homes, give them a place you could not purchase if you tried—and pay you a premium of 50% for the privilege of reading your Ad every day in the year.

Big Ben's retail Canadian price has been fixed at $3.00. In lots of 24 with your name on dials he costs you exactly $1.90 net apiece. If you buy them in lots of 24, you make over a dollar on every one you sell. We are packing Big Ben specially for Canadian trade, 6 in a box with a full set of posters.

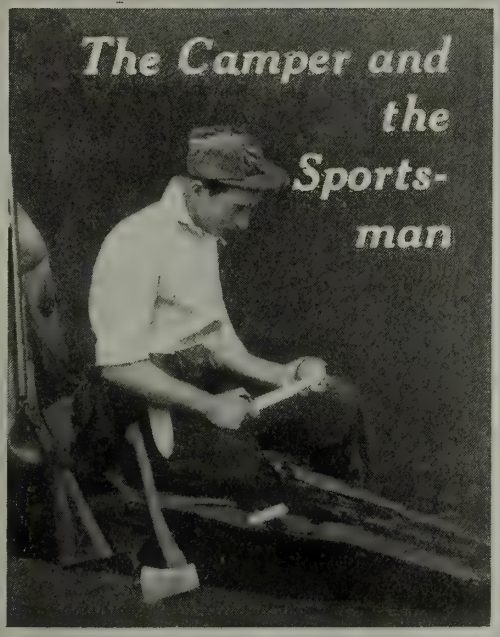
On an order for 12 you will receive a mahogany display stand—on an order for 24 two display stands, an outdoor metal sign and a complete assortment of posters.

Big Ben comes in either finish, nickel plated or polished brass, with $3.00 price tag attached.

With your name on the dial they have to come from *Westclox* at *La Salle, Illinois*, so count on six weeks for delivery.

Dealers' names printed free on dials in lots of 24 of one finish only.

In broken lots, $2.05 each less 2%. In case lots of 24, $1.95 each less 2%.



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Sharpening Stones

Camp Knives, Paring Knives, Hunting Knives, must be sharpened—kept in perfect condition—gaffs and hooks must be pointed and a dozen-and-one other sharpening jobs done about the camp or on the trail.

There is nothing to give a better, quicker edge—no stone so convenient as the **Carborundum Combination Sportsman's Stone in the leather belt case.**

This is just the time the Sportsman is getting his outfit ready—show him this great little stone when he comes in your store.

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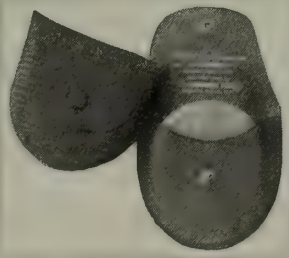


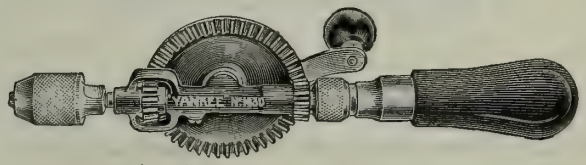
The Carborundum Company

Niagara Falls, N. Y.

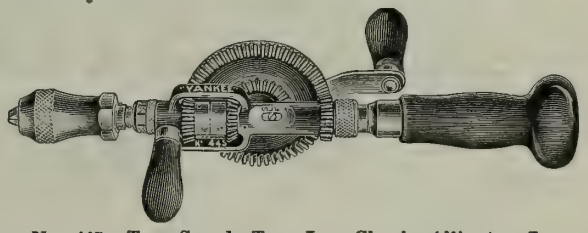
These New "YANKEES"

are built on the same lines as our 555 and others, but without the Double Ratchet, giving you a high-class "Yankee" Tool built for hard work and durability, at a lower price. All except the 1430 are equipped with two speeds, change-able instantly without removing Drill from the work. They are furnished with Breast Plate or Ball Handle and with two or three jaw chuck. Your "Yankee" line is incomplete without two or three of these styles.

"YANKEE" Plain Hand Drill

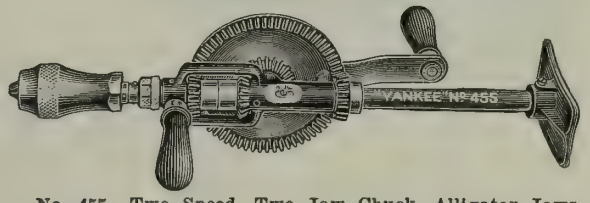


No. 1430. One Speed, Three Jaw Chuck, to hold round shank Drills up to 3-16 in. Large Gear 3⅛ in. diameter. Detachable wood handle, with magazine for Drill Points. Entire length 10½ in. Net weight 1¼ lbs.



No. 445. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, holds square shank Drills up to ½ in. Large Gear 4 in. in diameter. Detachable wood handle, with magazine for Drill Points. Entire length 15¾ in. Net weight 3½ lbs.

"YANKEE" Plain Breast Drill



No. 455. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, hold square shank drills up to ½ in. Large Gear 5 in. diameter. Entire length 17¼ in. Net weight 5½ lbs.

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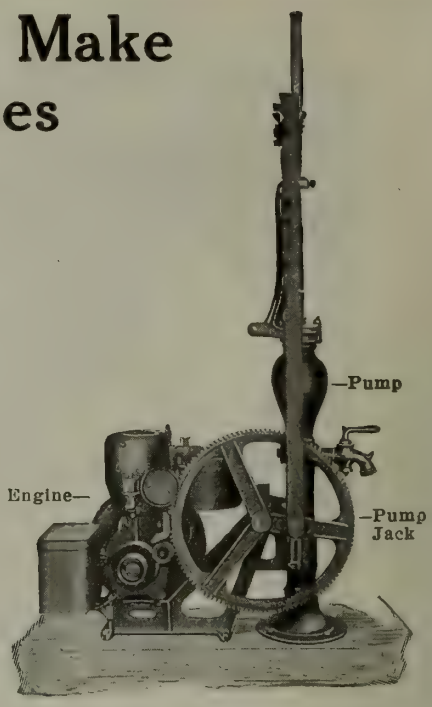
Every farmer is a prospect for a farm engine. Thousands of engines are being sold annually throughout Canada. The agricultural papers are full of farm engine advertising and long articles on the many uses and economy of the farm engine. Farmers read these papers very closely and are buying engines as rapidly as they can afford to. Farmers must come to the hardware dealer for supplies, and while there will look at a farm engine if you have one in stock.

You can add to your profits by securing the agency for a reliable farm engine.

FAIRBANKS-MORSE FARM ENGINES

Have an international reputation for reliability and long service. Farmers like them and speak well of them. Fairbanks-Morse engines are made in Canada, and are backed by a strong organization. We relieve you of all responsibility. Our engines are made in all the common sizes for farm use. By representing us you can supply any size or type of engine the farmer may need. The Eclipse engine shown here is in universal use and would be a safe engine to carry in stock as there would never be a chance of your having it left on your hands. It is easy to sell. We are selling them all the time direct to farmers.

Write us in regard to handling our farm engines.



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	LIGHT			HEAVY		
Nos.	70	55	57	60	97	65
Length, inches	15	16	23	16	16	23
Case Lots, gross	1	1	1	1	1	1

Prices on application.

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25 Caliber
Actual Length 4½ inches.
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Cuts slightly larger than half size.

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Penetration at 33 feet in ⅝ inch Pine Boards placed 1 3-16 inch apart:
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We Also Carry the Following Makes of Automatic Pistols:

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18 inch Round Blued Barrel, Blued Frame, Lever Action, Oval Stock, Carbine Butt Plate, Knife Blade, Front and Open Rear Sights. Weight 3¼ lbs.
22 Caliber—Takes C.B. Caps, 22 Short, 22 Long, or 22 Long Rifle Cartridges.
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WROUGHT IRON

Agricultural Pipe
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Our modern machinery permits us to cut the pipe in such a manner that the passage inside is perfectly clear, and free from burrs.

Our product has a CLEAN SURFACE free from blisters and other irregularities.

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Every length is tested to 500 lbs. pressure per square inch.

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Soil or Waste, Composition Gas Pipe, Fountain or Aqueduct

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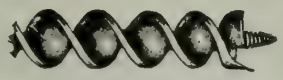
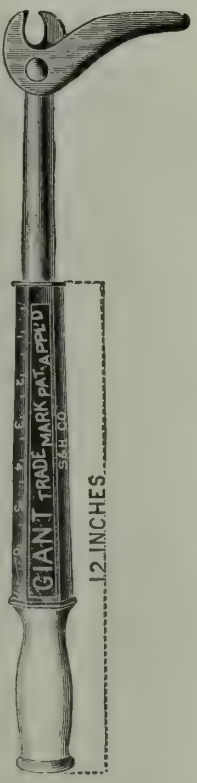


Each Bit is unconditionally guaranteed.

No. 1213—A well finished driver at a good price



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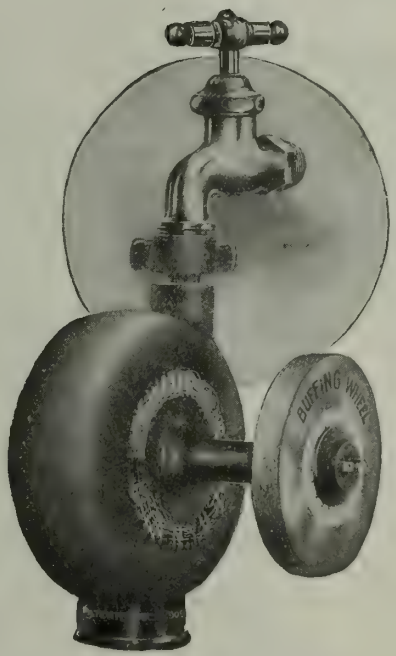

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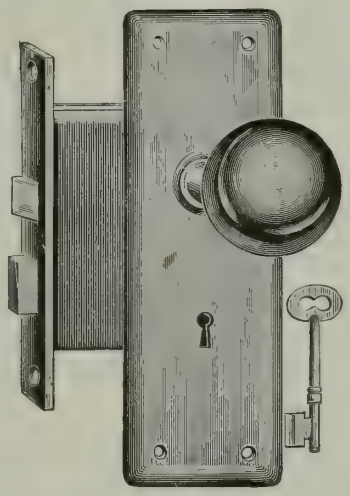
2 sizes, 4 and 6 inch.



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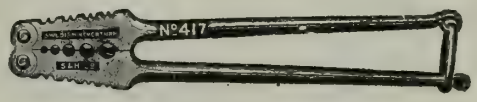

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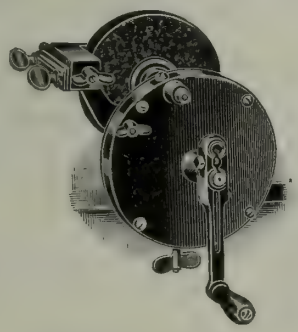
The one you use.



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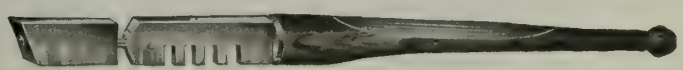

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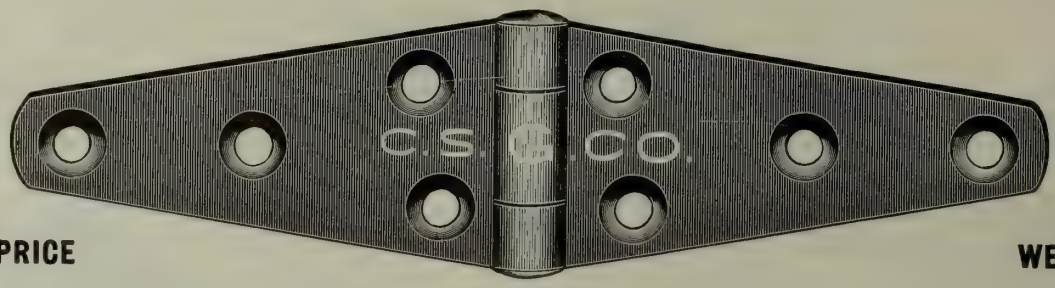

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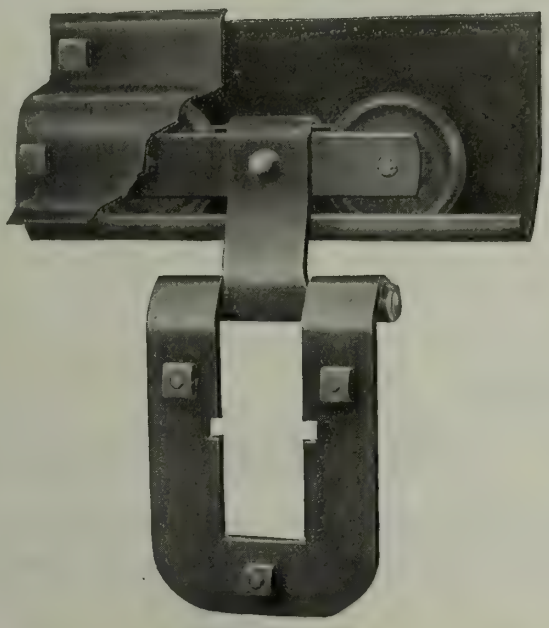

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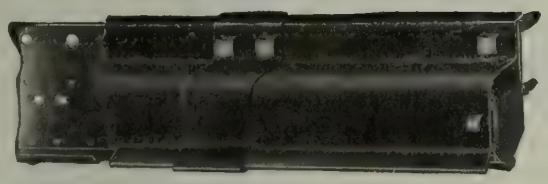
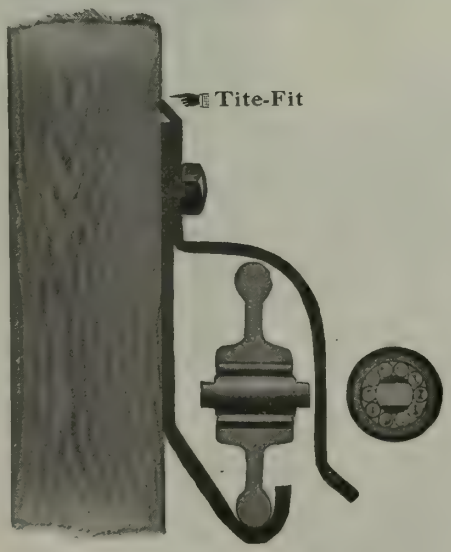


Stormproof Rail



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We manufacture all kinds of lumber tools. Light and Durable.

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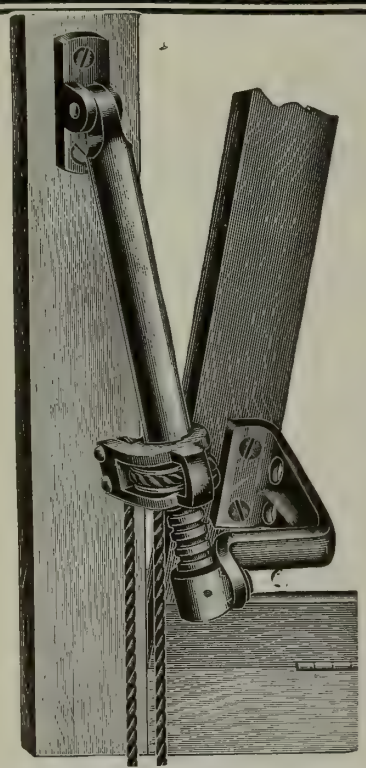
Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

LTD 1809 **EVERED** & Co LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England

SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing BRASS FOUNDRY

LIGHTING FIXTURES

METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

PLEASE NOTE: All Communications should be addressed direct to the Factory, Surrey Works, Smethwick, England.

Fiber Facts

The one thing you must give your rope customers, to hold their trade, is uniform quality.

Uniformity in Manila rope depends first of all on proper fiber selection. This in turn requires the carrying of large and varied stocks, often for long periods. Large stocks demand large warehouses.

When you buy

PLYMOUTH ROPE
"The Rope You Can Trust"

you get the product of a company whose ample warehouses and purchasing power enable it to take advantage of all desirable fiber offerings and whose experts have been judging fiber by Plymouth standards for eighty-eight years.

Plymouth standards are high, not only in fiber selection, but in every factor that influences rope's quality.

When you sell Plymouth Rope you are giving the customer an article of uniform, highest quality.

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver

No. 337

No. 400

Goodell-Pratt's

No. 1

Glass Cutters

No.338

We are now manufacturing 10 different styles of Glass Cutters, the difference being mainly in the handles, the cutting wheels all being of one quality.

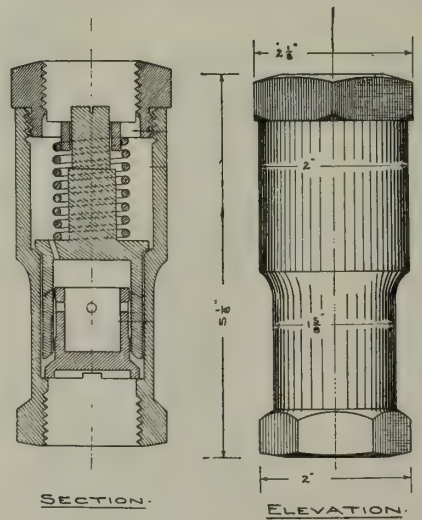
THE WHEELS in Goodell-Pratt Glass Cutters are all rigidly tested by actually cutting glass before being set in the frames.

This should mean much to your glass cutter customers.

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.



The Knickerbocker Regulator

is a New and Absolutely Safe Remedy for Faulty Hot Water Systems.

This is the only device that will operate automatically both on open and closed systems of hot water heating. It increases radiation from 25 to 50 per cent., and reduces the consumption of fuel.

This device can be easily applied to old as well as new systems, and we guarantee perfect service wherever it is installed.

Write for descriptive circular.

25 Years of Practical Experience Stand Behind

J.M.T. Valves

They have an established reputation that is the result of splendid service that they have always given.
All parts are made proportionately correct in design, and all valves are carefully tested and fully guaranteed.
J. M. T. Valves are made in Globe (as illustrated), angle and check patterns.
Three weights—standard, medium J. M. T., and extra heavy J. M. T.

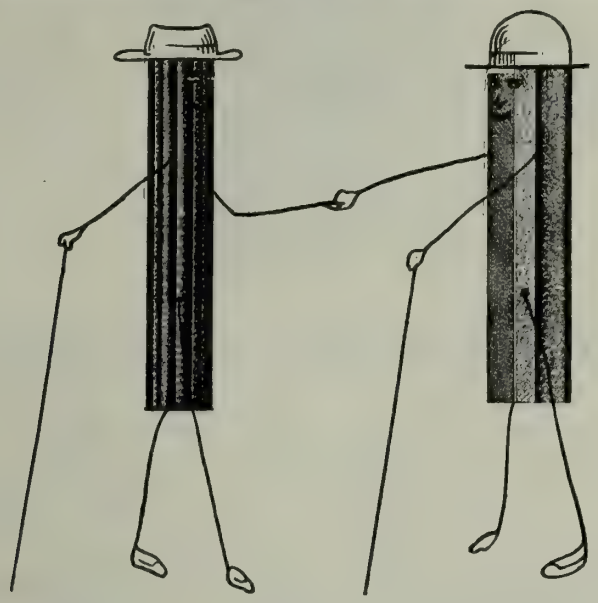
We carry a full line of **Plumbers'** and **Engineers' Supplies—quality guaranteed.**

Catalog to the trade.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, TORONTO

PRESTON ONTARIO



Are you acquainted with Preston Trough and Conductor Pipe? If you are we know you use them right. If you are not let us acquaint you with them. They are the greatest profit makers for you on the market. They work for you always.

Every length of Trough and Conductor Pipe we turn out is made on our power press. It is absolutely uniform. It saves you time in erection and it saves solder, as each piece is made to fit together tighter than any other trough or pipe on the market. We guarantee this.

Read this letter from a man who uses thousands of feet a year:

The Metal Shingle & Siding Co., Ltd., Preston, Ont.

Dear Sirs:—

I wish to say a few words in reference to the merits of your Eavetroughing, as I have used a great many thousand feet of it and would say it is a great pleasure when erecting trough to have it go together well, and saves a great deal of time.

I find the heavy quality of the iron in your Trough makes it much quicker and better to put up.

Wishing you every prosperity,

I remain, yours truly,

A. E. MICKS.

Get acquainted by having us send you a sample order.

The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD.,

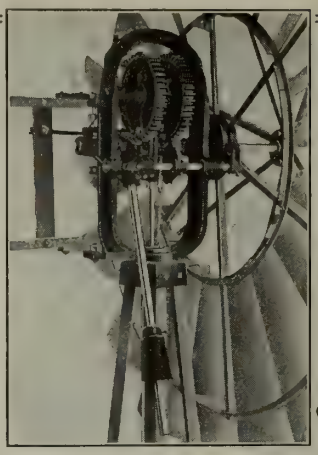
MONTREAL	TORONTO	PRESTON	WINNIPEG	SASKATOON
Quebec	Ontario	Ontario	Manitoba	Saskatchewan

Offices in all the large cities.

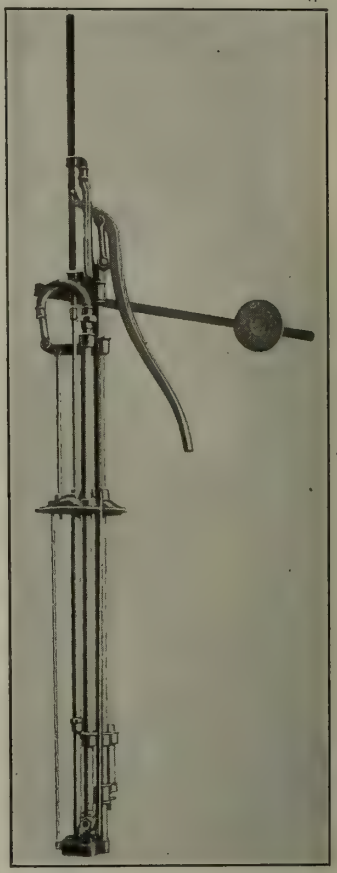
Head Office: PRESTON ONTARIO

PRESTON ONTARIO

Assurance of Satisfaction



Good Margin For Profit



Our Windmills and Pumps

are manufactured in a plant equipped with machinery for high quality production. We rely on every windmill or pump which we place on the market not only to sell itself, but to bring us more business by giving a highly satisfactory service.

Our agency proposition will net you a big profit. Write for it to-day.

Catalog on request.

Dominion Well Supply Co., Ltd.

Cargill, Ontario

NICHOLSON-MADE FILES

DECIDEDLY the best files to retail are those of "even" quality — each file as like its predecessor as possible in its various features of cutting power, hardness and wear.

Dealers who carry "Nicholson-made" Files and Rasps have the benefit, without a penny of extra cost, of securing for their customers a high-quality article as unvarying as human forethought and skill can devise.

First, the steel is uniform. Owing to a consumption of over 1,000,000 files a week, the steel stock is a special run of Nicholson private formula steel.

The "Nicholson - made" File and Rasp Brands sold in Canada:

American Arcade
Globe Great Western
Kearney and Foot

are made from this special steel. They are uniformly cut, by means of special Nicholson machines. The files are heat-treated and hardened by a private process.

These conditions make for absolutely uniform "Nicholson-made" Files.

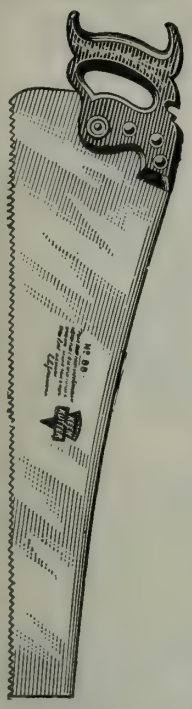
But the Nicholson organization goes still further. Each file receives over 10 individual inspections during making. When made, each file is individually hand tested. Quality is insured as well as uniformity.

Stock "Nicholson-made" Files. Without costing you or your customer an extra cent, they give your customer perfection of service, and maintain that perfection. You, as the dealer, participate in the continuous chain of sales of "Nicholson-made" Files to the one consumer. All jobbers sell them.

NICHOLSON

FILE COMPANY **PORT HOPE, CANADA**

40



TRIPLE Your Sales

E. C. SIMMONS KEEN KUTTER TRADE MARK REG. CUTLERY AND TOOLS U. S. PAT. OFF.

Are you doing a nice, **quiet** little business?

Keen Kutter dealers who sell Keen Kutter Tools and Cutlery are doing a **big, lively business.**

KEEN KUTTER

Tools and Cutlery

will satisfy the most expert mechanic. The quality of Steel, Cutting Edges, Points, Handles and Temper—all of these essentials—must be absolutely right before any tool can bear the famous Keen Kutter Trade Mark.

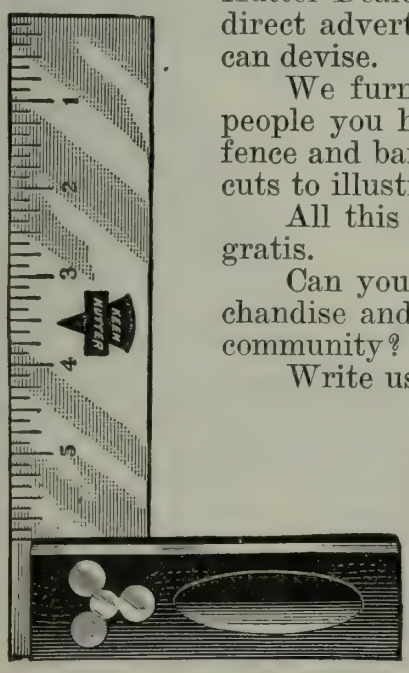
In addition to the unexcelled quality of Keen Kutter Tools and Cutlery we extend to every Keen Kutter Dealer who appreciates the value of local and direct advertising all the local assistance that brains can devise.

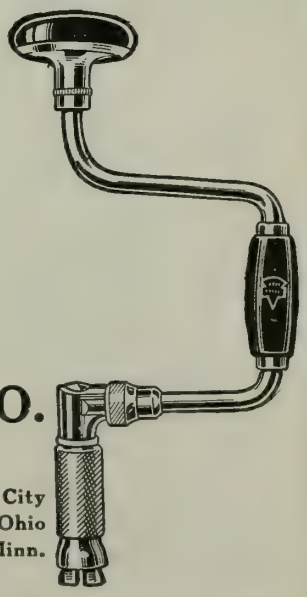
We furnish booklets and window signs that tell people you have the Keen Kutter things they want; fence and barn signs, street car cards, store cards and cuts to illustrate your local newspaper advertising.

All this help is given every Keen Kutter Dealer gratis.

Can you afford to do without Keen Kutter Merchandise and lose Keen Kutter sales possible in your community?

Write us—





SIMMONS HARDWARE CO.

Manufacturers and Distributors

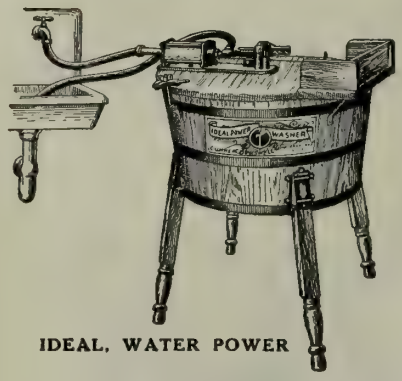
Philadelphia, Pa. St. Louis, Mo. New York City
Sioux City, Ia. Toledo, Ohio
Wichita, Kans. U. S. A. Minneapolis, Minn.

WASHING MACHINES and CLOTHES WRINGERS

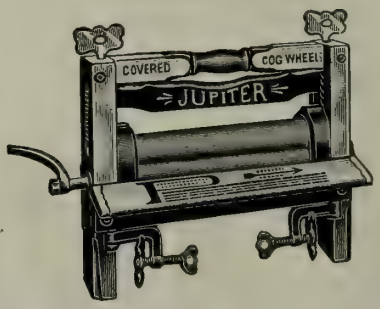
WE CAN DELIVER THE RIGHT GOODS AT THE RIGHT PRICES AT THE RIGHT TIME

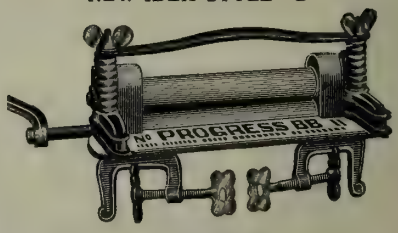
SEAFOAM, ELECTRIC

NEW IDEA STYLE "B"

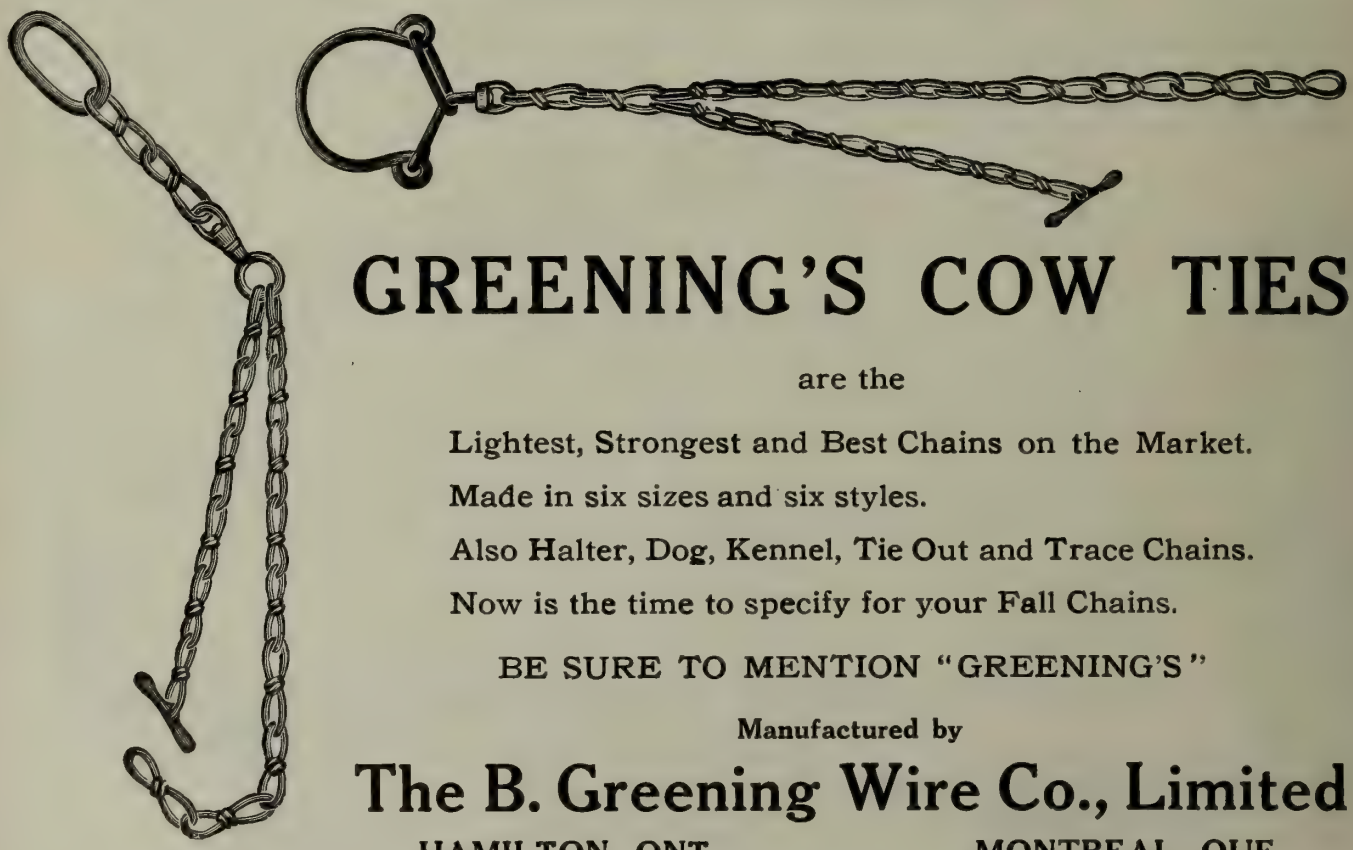


IDEAL, WATER POWER





CUMMER-DOWSWELL, LIMITED - HAMILTON, ONTARIO



GREENING'S COW TIES

are the

Lightest, Strongest and Best Chains on the Market.

Made in six sizes and six styles.

Also Halter, Dog, Kennel, Tie Out and Trace Chains.

Now is the time to specify for your Fall Chains.

BE SURE TO MENTION "GREENING'S"

Manufactured by

The B. Greening Wire Co., Limited

HAMILTON, ONT. MONTREAL, QUE.

Wrico—The Name of Quality

Good Wash Tubs—strong, lasting, and of the right proportions—are chosen invariably by the majority of housekeepers in preference to cheap and less durable substitutes.

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

Wrico

Wash Tubs will be found in commission on wash days in all up-to-date households, because they meet all requirements as to strength, durability and convenience.

Made in three sizes.
Wired ¼ dozen in bdle.

Always coming through—stock always fresh—no shopworn goods sent out.

E. T. WRIGHT CO., Limited, - HAMILTON, CANADA

VANCOUVER TORONTO WINNIPEG

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture **NIPPLES** in all sizes—black or galvanized.

Works: Lachine Canal

"PARKYTE" Sanitary Chemical Closets

Mr. Progressive Dealer, now is the time to stock the "Parkyte" Closets—the only original Sanitary Chemical Closets. All leading jobbers are now handling our Closets exclusively. They know it is the best seller. The "Parkyte" is the standard of quality. Compare the "Parkyte" with other makes of Closets, and you will prefer a "Parkyte" every time.

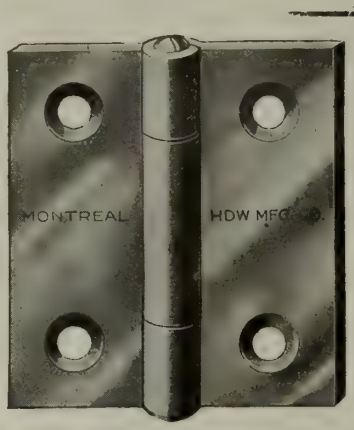
If your jobber cannot supply you, write direct.

PARKER-WHYTE LTD., Winnipeg

You Cannot Get Any Better

Goods than those bearing the M.H. Brand

No. 838



Wrought Steel Light Narrow Butts.

No. 802

Wrought Steel Narrow Loose Joint Butts.

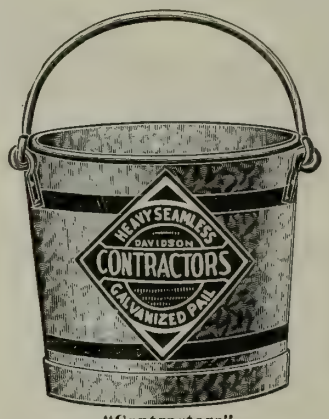
GET OUR CATALOGUE TO-DAY, IT'S WORTH WHILE.

MONTREAL HARDWARE MFG. CO., LIMITED

MONTREAL

Davidson's Extra Quality, Strong Galvanized Iron Pails

Attractively Decorated with Bands of Bright Red Japan and Neatly Labeled



"Contractors"

No. 116, capacity 16 Imp. quarts. Seamless body, with heavily wired top edge, and fitted with iron rim to protect bottom.

Minto.

No. 14, capacity 13 Imp. quarts. Strong and durable, and fitted with heavy pressed Hercules bottom.

"Alberta"

Capacity 12 Imp. quarts. Flaring pattern, heavy material, reinforced ears, extra wide across top.

These pails are galvanized after being formed, which adds considerable to their strength and wearing qualities. They are in great demand for use by contractors, railways, roofers, cement workers, corporations and the mounted military camps.

Write For Prices

THE THOS. DAVIDSON MFG. CO. Limited, Montreal, Winnipeg, Toronto

THE HALO OF QUALITY THAT SURROUNDS

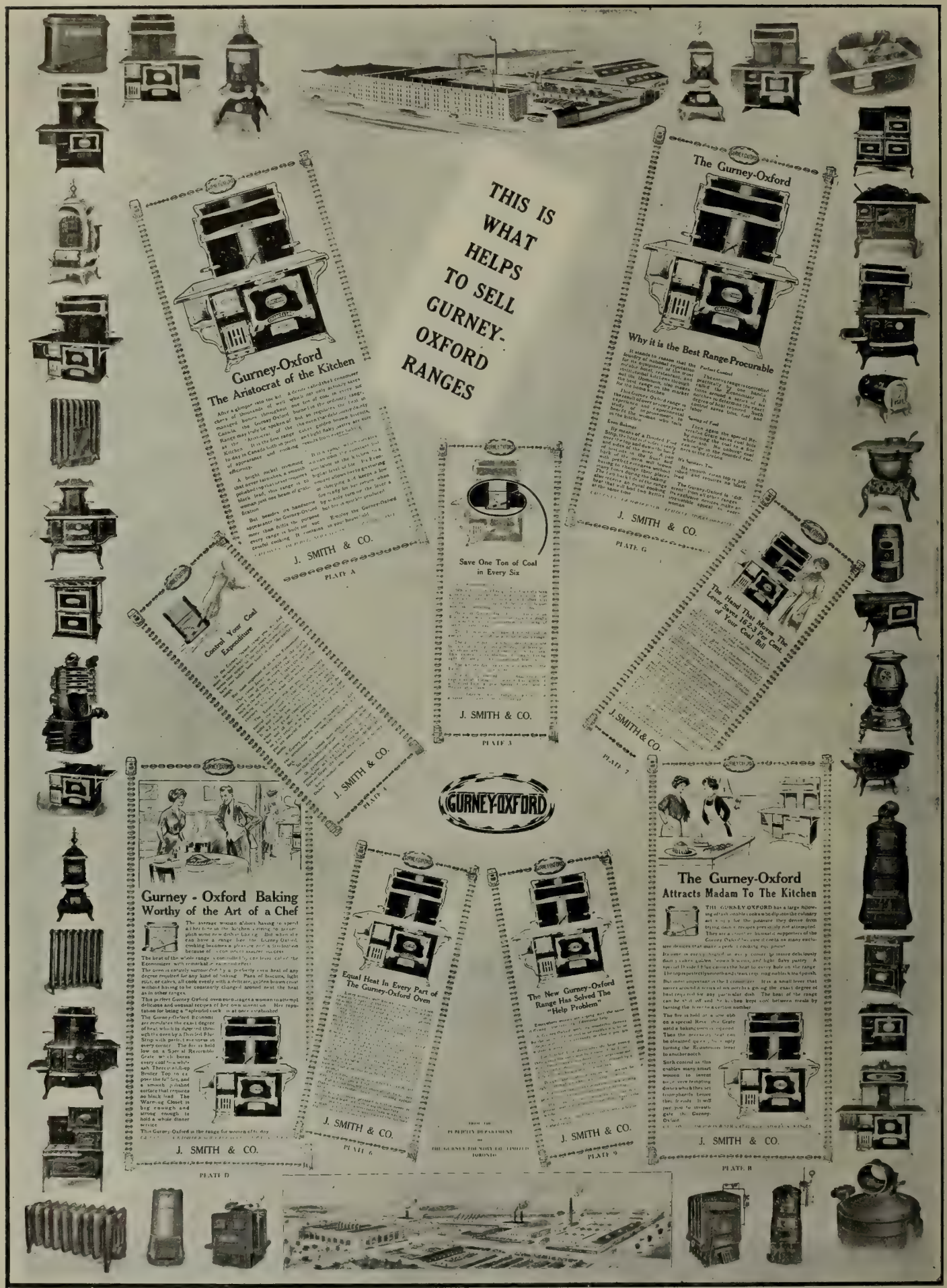
WINCHESTER

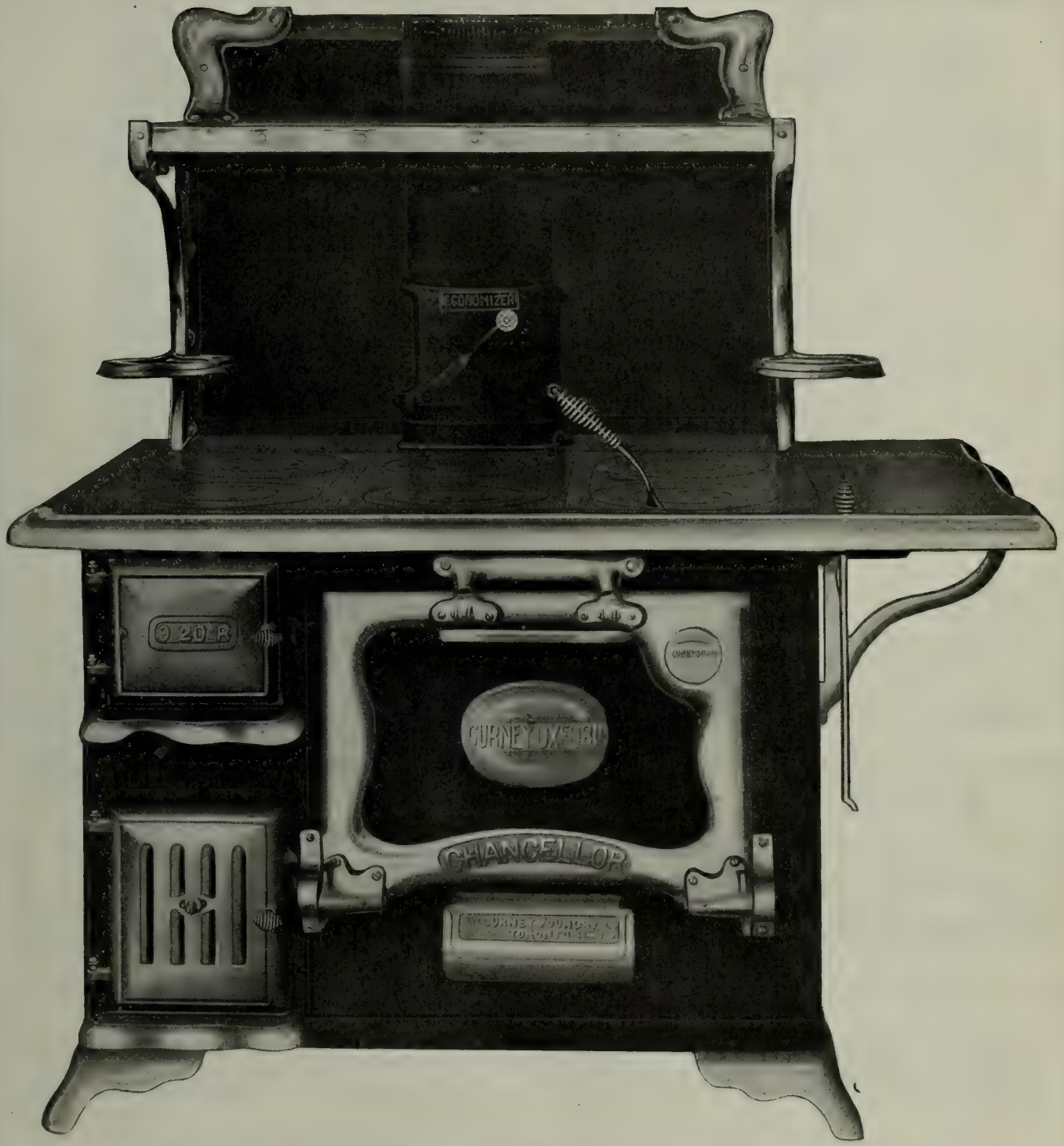
Rifle And Pistol Cartridges

Makes Them Ready Sellers

You don't have to "talk up" a sale when you offer a customer Winchester make of cartridges, because sportsmen everywhere know that the name means high quality in ammunition. The dealer who stocks Winchester make of cartridges can turn his money over very much faster than the one who handles other brands, which are not so well known or such ready sellers. In fact, Winchester make of cartridges are almost as readily disposed of as if they were legal tender. If you want your share of the ammunition business in your section you can get it and keep it by carrying Winchester make of cartridges, and letting the sportsmen know that you do.

CANADIAN JOBBERS RECOMMEND AND SELL THE **W** *BRAND*


THIS IS WHAT HELPS TO SELL GURNEY-OXFORD RANGES
Gurney-Oxford
The Aristocrat of the Kitchen
J. SMITH & CO.
PLATE A
The Gurney-Oxford
Why it is the Best Range Procurable
J. SMITH & CO.
PLATE G
Save One Ton of Coal in Every Six
J. SMITH & CO.
PLATE 3
Control Your Coal Expenditure
J. SMITH & CO.
PLATE 4
The Hand That Moves The Lever Saves 16 2-3 Per Cent. of Your Coal Bill
J. SMITH & CO.
PLATE 7
GURNEY-OXFORD
Gurney - Oxford Baking
Worthy of the Art of a Chef
J. SMITH & CO.
PLATE D
Equal Heat In Every Part of The Gurney-Oxford Oven
J. SMITH & CO.
PLATE 6
The New Gurney-Oxford Range Has Solved The "Help Problem"
J. SMITH & CO.
PLATE 9
The Gurney-Oxford
Attracts Madam To The Kitchen
J. SMITH & CO.
PLATE B



MAKE STOVES PULL 100% STRONG

Put Gurney Oxford Ranges—the full line—on your floor—customers will come in; that advertising campaign on the opposite page, over **your** signature, will insure that.

They will at once be attracted by the tasty, sanitary, efficient appearance of Gurney Oxford Ranges. You can begin your talk:—

"Madam, with this one lever you can control the fire so that any oven heat is yours in a few minutes. You don't need to bother with dampers, just shift the Economizer handle to notch one—that means a baking heat; the next notch, a quick fire; the next and the fire is damped down for the night; in fact, the Economizer shuts down the fire so closely that it will keep going for 36 hours, and there's no coal gas."

You'll close **most** sales this way.

Get our proposition from our nearest office. Write a postal card **now.**

THE GURNEY FOUNDRY COMPANY, LIMITED, TORONTO

MONTREAL **HAMILTON** **WINNIPEG** **CALGARY** **VANCOUVER**

In Your Own Interests

Make sure you have a stock of **McClary's** Goods on hand for your fall trade. It pays to sell a quality line.

PERFECTION ROASTERS
MODEL TEA KETTLES
FOOD CHOPPERS
POTATO POTS, Etc., Etc.

are seasonable goods.

Complete Stock **Quick Shipment**

McClary's

London Toronto Montreal Winnipeg Vancouver Hamilton
St. John, N.B. Calgary Saskatoon Edmonton

PEASE ECONOMY FURNACES

Write to-day for Catalogue and Prices.

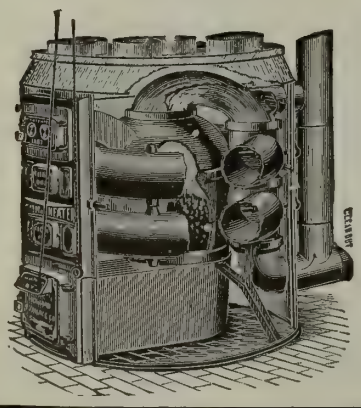
Pease Foundry Company
LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg. Hamilton, Montreal.

IT'S QUALITY AND ADVANTAGES THAT MAKE

CANADIAN HOWARD DOUBLE RADIATOR FURNACES

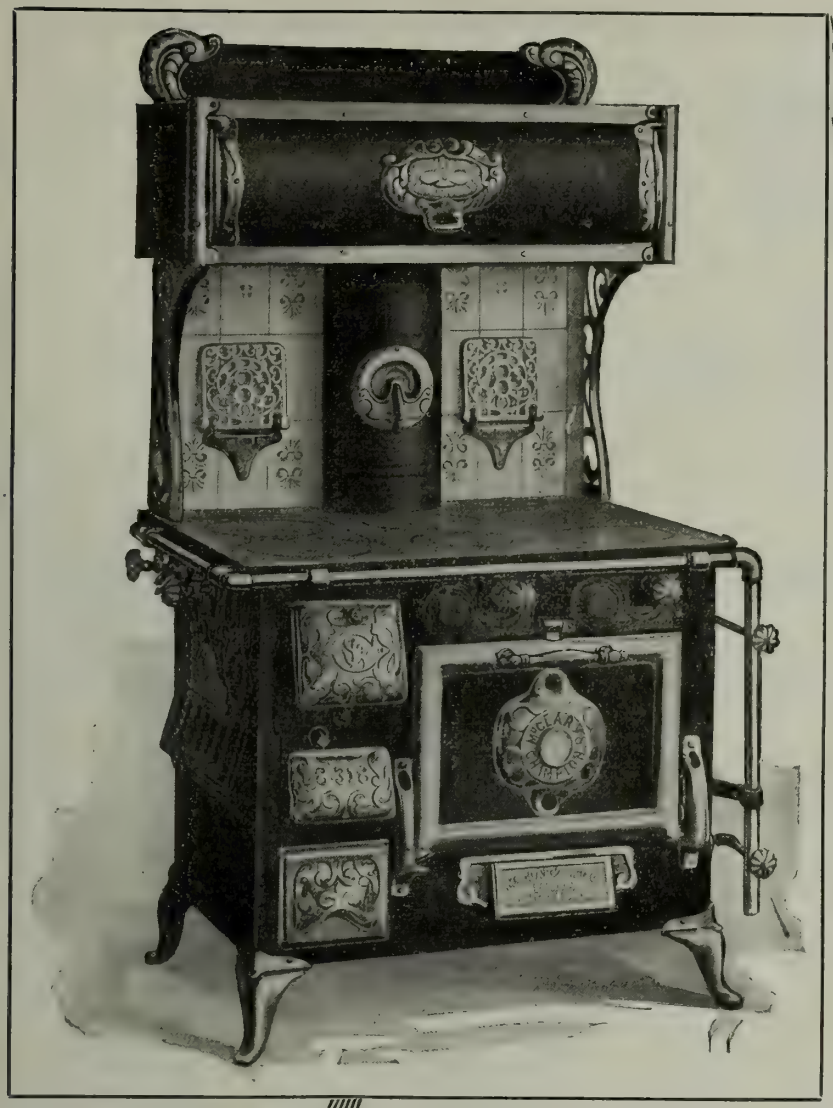
THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.
We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.
Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

We also manufacture Summit Low Down Furnaces

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.



McClary's Champion Range

is the only **Interchangeable** Range manufactured

Burns Coal, Gas and Wood

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

THE superiority of the CHAMPION is quickly recognised by all users; but its reputation for **service** is the result of the uniform high quality of all its parts.

THE fact that the Range is a McClary production is a safeguard to all buyers, the "quality firm" having given complete satisfaction to thousands of range users throughout the Dominion.

EVERY dealer who handles the CHAMPION **feels** the influence of a great organization at his back, and **knows** that McClary's goods are all backed up by a complete system of advertising.

COMMUNICATE with our nearest branch at once for particulars.

MONTREAL HAMILTON
LONDON TORONTO
CALGARY

McClary's

WINNIPEG VANCOUVER
SASKATOON EDMONTON
ST. JOHN, N.B.

A 50 Per Cent. Saving in Fuel

Absolutely Guaranteed

Is not this sufficient reason why you should recommend and sell this range to your trade?

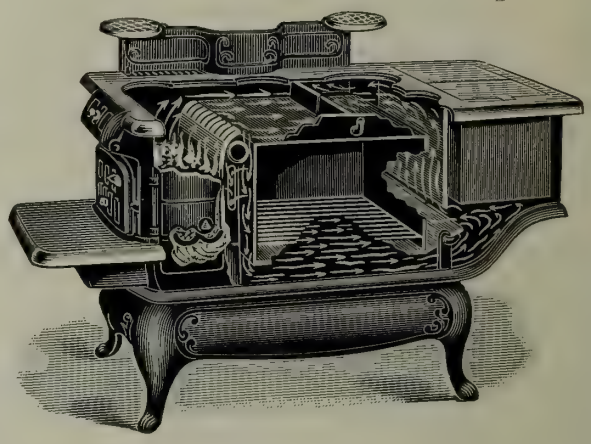
Thousands of these ranges are being used all over Canada, giving a satisfaction that heretofore has been unobtainable.

The improved fire travel makes use of every heat unit that your fuel produces.

The *Supreme* Range is made in steel and cast iron, is artistically designed and well finished.

Let us send you one on trial.

Write us for full particulars.



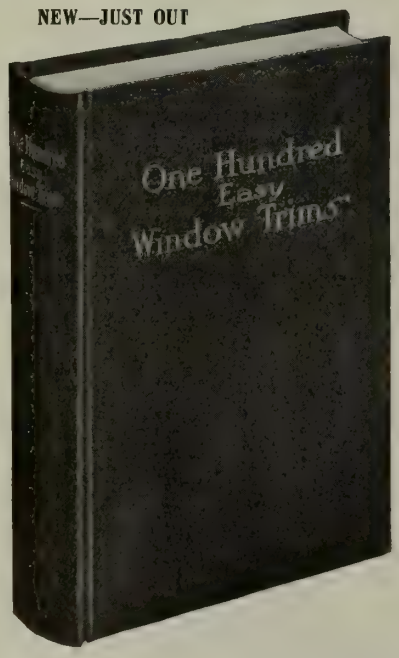
The Supreme Heating Co.

Limited

WELLAND, ONTARIO

One Hundred Easy Window Trims

NEW—JUST OUT



The Only Popular-Priced Window Trimming Book.
The Only Book with inexpensive Window Trims.
The Only Window Trimming Book Written Exclusively for the Small and General Store.

224 Pages. 104 Full Page Illustrations.
Bound in Cloth. Price $1.00 Postpaid.

Includes backgrounds and displays for all classes of goods, Hardware, Groceries, Dry Goods, etc., each illustrated and clearly described so that any clerk can handle it.

All the materials are from the store or can be supplied at very little if any cost.

This is just the kind of a book the merchant with limited capital, unable to employ experienced window trimmers has been looking for. With this book he can change his window once a week and have enough ideas to last two years.

It is the biggest value and the most practical book on the subject ever offered.

SYNOPSIS OF CONTENTS

PART I.

Chapter I.—**Using the Windows**—The general principles of display. Some specific instances. Some combination window display offers.

Chapter II.—**One Idea Window Displays**—Advising against trying to show all the goods at once.

Chapter III.—**Window Display Profits**—How to make windows actually produce direct sales.

Chapter IV.—**Showing the Goods**—No matter what the class of merchandise, sales are increased if it is attractively displayed.

Chapter V.—**Window Displays that Cost Nothing**—Some special windows described and illustrated.

Chapter VI.—**The Use of Window Fixtures**—Displays can be made much more attractive with modern fixtures.

Chapter VII.—**Let the Money in Through Your Windows**—Making a success of a paint department through attractive displays.

Chapter VIII.—**Keeping Frost from Windows**—Suggestions on this important subject from several sources.

Chapter IX.—**A Few Suggestions for Easy Displays**—These can be arranged with but little expense.

Chapter X.—**Window Card Pointers**—Some good suggestions in the making of show cards and the correct colors to use.

Chapter XI.—**Show Window Photographs**—How to take good pictures, avoid reflection and get proper contrast.

PART II.

Practical Displays—One hundred windows, each illustrated and described so that any clerk can arrange them with little or no expense. (143 pages.)

The MacLean Publishing Co., Ltd. 143-149 UNIVERSITY AVE. Toronto

BOOK DEPARTMENT

Order Your Snow Shovels Now

Colborne Steel Snow Shovels

are the best in value to be had, the quality of the steel is right, and the handles are selected with care. There is a full range of shapes and sizes.

No. 24 has a round long handle, Pan measures 11½ x 13½.

No. 25 has a D handle, Pan measures 11½ x 13½.

No. 28 has a round long handle, Pan measures 11½ x 13½, heavier in weight than No. 24.

No. 10B—Child's Steel Snow Shovel with round handle, small, japanned black.

No. 10R—Child's Steel Snow Shovel with round handle, small, japanned red.

No. 22B—Child's Steel Snow Shovel with round handle, large, japanned black.

No. 22R—Child's Steel Snow Shovel with round handle, large, japanned red.

Olds

OLDS STEEL SNOW SHOVELS

Strong large pans, 11¾ x 15 in., new split handle, like cut, specially made for Corporation, Lumbering or Railroad work.

MOOSE STEEL SNOW SHOVELS

Socket pattern, large and heavy split D handle, made for service.

WOOD SNOW SHOVELS

"THE VICTOR," made from oiled birch, iron reinforced, sizes 9 to 14-inch blade.

"LA CANADIENNE," made from oiled birch, hardwood handle, sizes 9 to 14 inch

CHILDREN'S WOOD SNOW SHOVELS

'FAVORITE," painted red, sizes 5, 6 and 7 inch.

"VICTOR," oiled birch, sizes 6 and 7 inch.

FURNACE SCOOPS

No. 70, "Jones" Steel Pan, "D" handle.

No. 83, "Olds" Steel Pan, malleable "D" handle.

No. 23 "Colborne" Steel Pan, malleable "D" handle.

LaCanadienne Victor

Caverhill, Learmont & Co.

Montreal

MAGNOLIA

UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

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MAGNOLIA METAL CO.

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OUR CORRUGATED IRON

is all stamped instead of being rolled, and you will find it uniformly straight and easy to put on a building.

We ship while others are thinking of it

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We Manufacture Solder, Lead Pipe, Traps and Bends, Brass Ferrules, Soldering Nipples, and all Plumbers' Supplies, and carry in Stock

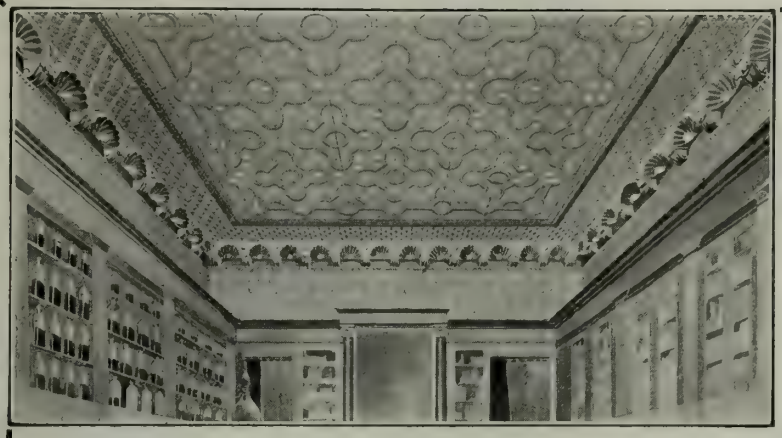
ALL INGOT METALS

EVERY HARDWARE MAN IN THE DOMINION SHOULD GET OUR PRICES

THE CANADA METAL COMPANY, LIMITED

Head Office and Factory: TORONTO

Branch Factories MONTREAL WINNIPEG



The Beautiful "Metallic" Ceilings and Walls

are made in a great variety of up-to-date designs, with border, friezes and dados to match, suitable for all kinds of rooms, halls, etc.

Fire-Proof, Sanitary, Inexpensive

Homes, stores, schools, theatres, hotels, cafes and public buildings of all kinds are using this modern, artistic and inexpensive interior decoration to advantage. You ought to be handling this line and making money out of the demand that exists.
Use "Metallic" Ceilings and Walls in your own store. This will help you sell others. Erected in your store, they will effectively demonstrate their desirability from the standpoint of beauty, fire-protection, durability, economy and cleanliness.

Send for our illustrated catalogue "H" and price-list, so that you can get into this money-making line at once.

We manufacture all kinds of sheet metal building materials.

The Metallic Roofing Co., Limited

MANUFACTURERS

TORONTO and WINNIPEG

The Portland Power Washer

is manufactured in one of the largest factories in the world, owning and operating its own brass foundry, where all motor parts are made of the best material that can be procured.

All castings no our motor are brass and will not rust.

The motor is gearless and needs no oiling, thereby saving grease spots on the clothes.

The tub is large and fully corrugated, and finished in the best possible manner, with oil filler and varnish.

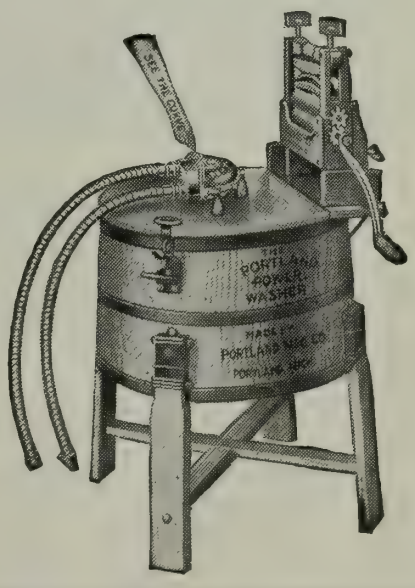
Will operate on less pressure than any other water motor machine on the market.

The agitator travels farther at each stroke than any other machine; therefore does the washing in much less time.

Is thoroughly tested by our skilled expert before leaving the factory.

This machine is made by men who have "grown up" in the business; men who have studied whys of every washer's success and the reason for every washer's failure. That's why the **Portland Power Washer** is such a perfect piece of mechanism success everywhere.

It will be a splendid washer for you to handle. Guaranteed for 3 years.



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PORTLAND MANUFACTURING CO.

PORTLAND, MICHIGAN

Sole Distributors for Canada :

Henderson & Richardson, Montreal

"The Proof of the Pudding"

A consistent demand that is rapidly and constantly growing is the best manifestation of the substantial and increasing popularity of the

BISSELL SWEEPER

Just as truly as electricity revolutionized industry and yet is not practically applied to every little want and notion of the multitude, it is equally patent to dealer and housewife alike that nothing has yet been devised that so easily, conveniently and effectually meets the daily and hourly requirements of womankind as the Bissell Sweeper.

Other methods of cleaning may come or go but the Bissell continues secure and alone in its particular field of usefulness.

Bissell Carpet Sweeper Co.

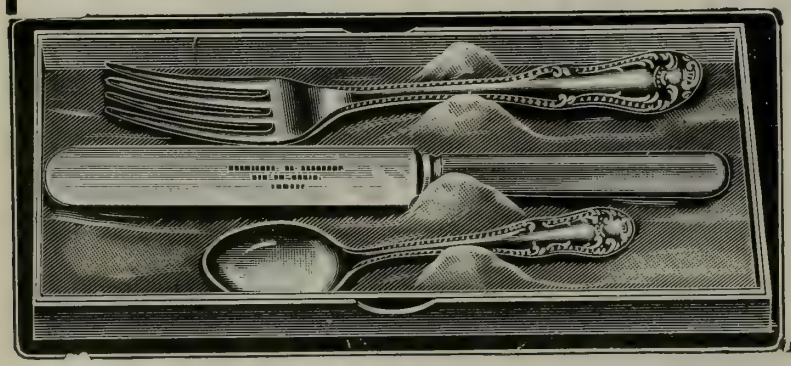
Grand Rapids, Mich.

(Largest Exclusive Carpet Sweeper Manufacturers in the World)

Branches—NEW YORK CITY (Salesrooms and Export Department) 25 Warren Street.
NIAGARA FALLS, Ont. (Factory)
PARIS, France.
LONDON, England (Agency).

High Grade Cutlery Electro—Plate and Solid Nickel-Silver Flatware

Helena Pattern



This Child's Set Will Make a Nice Gift

It is put up in a neat, tasty, satin-lined box, and is sure to draw attention.

Stock a few now. They pay a good profit, and are guaranteed to give perfect satisfaction.

McGLASHAN CLARKE CO., LTD.
NIAGARA FALLS, CANADA

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BENJ. ROGERS, Charlottetown, P.E.I.

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Insist on Getting D. Peres Barrel Brand

If Quality Is Your Motto

You cannot handle a more reliable or more pleasing line of cutlery.

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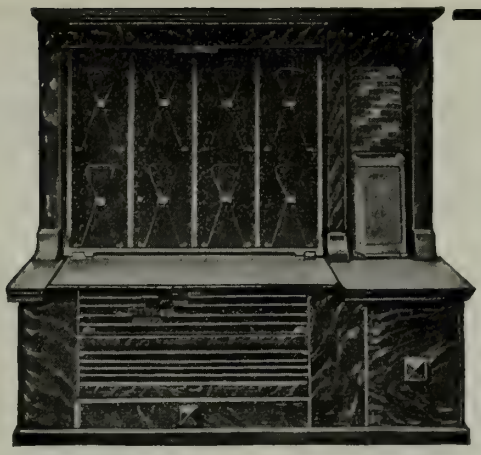

The Metal Leaves Of The Barr Account Register Are Always At One Writing Level—They Don't "Pile-Up"

No matter which leaf of the Barr Account Register you wish to work on, you always have it at the same writing level. The adjustable leaf which makes it possible to have this very desirable feature is used exclusively on Barr Account Registers.

A register with one writing level and index never covered, using a minimum floor or counter space—can you conceive of anything more convenient for any merchant? Then, too, you have in a Barr Account Register one that will handle from 100 to 1,000 accounts without any material difference in space—a register that does not require expensive additions with increased number of accounts—a combine account register and filing cabinet.

All Your Bookkeeping At One Writing—Collections Are Made Promptly

With every purchase you can furnish your customer with an up-to-the-minute statement of account, thus avoiding any possibility of your customer purchasing beyond his or her ability to pay—you know, too, when their limit of credit is reached.

There is a feeling of relief which accompanies the use of a Barr Account Register in knowing that with the making-out of the purchase slip for the customer you have accomplished all bookkeeping. There is no necessity for day books, ledgers and monthly statements.

These are some of the labor and money saving features of the Barr Register—there are others equally as good that we wish to demonstrate to you—up-to-date features that mean much to you, Mr. Merchant. **Write us, or use the coupon to-day.**

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Please send us all the facts about the Barr Account Register, providing it places us under no obligation to purchase.

Name .....Street, Number .....

City .....Province .....

THE SAFEST REVOLVER TO BUY
THE SAFEST REVOLVER TO SELL

TRADE MARK IVER JOHNSON

Safest to buy because it's sure to sell.

Safest to sell because it's sure to satisfy.

It is furthermore safe to *OWN*.

The one absolutely and automatically safe revolver.

The one revolver that will satisfy the vast majority of your customers.

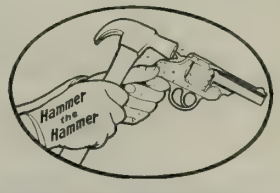
Unsurpassed in quality, and within the reach of everyone's pocket book.

Carried by all the Canadian jobbers.
Write for our catalogue.

Iver Johnson's Arms & Cycle Works,

350 River Street, Fitchburg, Mass., U.S.A.

We manufacture the familiar Iver Johnson Champion Shotguns and Iver Johnson Truss Bridge Bicycles and Motorcycles.



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PAID UP CAPITAL $1,000,000.00

SALES ROOMS

Toronto **Winnipeg** **Vancouver**

HEAD OFFICE

53 King St. West, Toronto

FACTORY

570 King St. West, Toronto

HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

Vol. XXV. TORONTO, SEPTEMBER 6, 1913. No. 36

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REGULAR FEATURES

Twenty Years Ago—Leaks in the Hardware Store—Catalogues and Booklets.

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* -:- H. T. HUNTER, *General Manager*

(ESTABLISHED 1888)

Cable address: Macpubco, Toronto; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

HARDWARE AND METAL

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Alex. Wales, *Advertising Representative*

T. B. Costain, *Editor*
Geo. D. Davis, *Associate Editor*
W. S. Farquharson, *Associate Editor, Montreal*

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CANADA—Montreal, 701-702 Eastern Township Bank Building; Toronto, 143-149 University Ave., Telephone Main 7324; Winnipeg, 34 Royal Bank Building, Telephone Garry 2313; Vancouver, H. Hodgson, 2649 Third Avenue West.

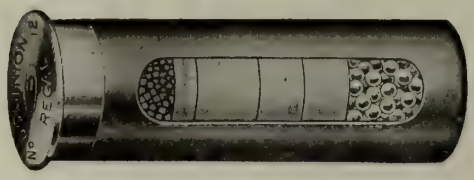
GREAT BRITAIN—London, Eng., E. J. Dodd, European Manager, 88 Fleet St., E.C., Telephone Central 12960.

UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Chicago, Ill., A. H. Byrne, 140 S. Dearborn Street, Telephone Randolph 3234; Boston, Room 643, Old South Building, Telephone Main 1024.

FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.

SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, $2 a year; United States, $2.50 a year; Other Countries, $3 a year; Single Copies, 10 cents. Invariably in advance.

DOMINION AMMUNITION



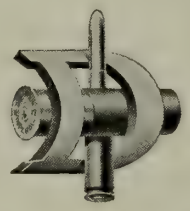
Dominion Regal Shells

Loaded with chilled shot and dense powder only, are made to stand the severe tests of all kinds of field shooting.

They are absolutely water proof and will not swell when exposed to the weather.

A moderately priced Dominion shell, giving perfect pattern and sure penetration.

Every Canadian dealer should carry a stock of Regal field loads for his discriminating customers.

There is a  on every box of Regals.

Dominion Cartridge Co., Limited, Montreal

O-Cedar Polish Mop

Now Made in Canada

Advertised Everywhere

Sells Well Everywhere

We are now carrying on a big advertising campaign in the daily papers in the important cities in Canada, from coast to coast. This campaign acquaints the housewife with the merits and advantages of this polish mop and creates a desire for it that means a quick turnover for the dealer.

It will be greatly to your interest to get full particulars at once.

Manufactured and Guaranteed by

Channell Chemical Co., Limited

369 Sorauren Ave., Toronto, Ont.

HARDWARE AND METAL

Vol. XXV. SEPTEMBER 6, 1913 No. 36

System for Departmentalized General Business

How the MacNamara Company of Chapleau, Ontario, handle their various departments—Separate records are kept of sales of each clerk daily, as well as sales in each department daily—Expenses are divided up among the various departments—A complete summary of a year's course of management.

Written for Hardware and Metal by W. R. MacNamara, President and General Manager.

Replying to your correspondent who enquires as to whether it is possible or expedient to put a general business of $50,000 per year on a department basis, I would answer "yes," most emphatically, to both questions. When I took charge of this business four years ago, it was about the size of the business in question, and I resolved then to put same, as far as possible, on a department basis, and have ever since been working on my system, until I believe I have it nearly as I wish it.

In outlining my system, I take it for granted that the parties in question are already running a set of books complete in so far as to enable them to take off a monthly trial balance, etc., with expense account, freight and express account, profit and loss, merchandise or trading accounts, etc. Without such a system it is impossible to departmentalize and so many merchants seem to consider that the customers' ledger, cash book and an attempt to keep track of what they owe is all the bookkeeping necessary that it is hard to know where to start.

Apart from my customers' account—loose-leaf ledger, I have a wholesale ledger, general or private ledger, cash book, sales book, invoice book and journal.

My general ledger contains trading account for each department, expense account, freight and express account for each department, bank account, profit and loss account, interest account and discount account, also capital stock.

Call Stock Into Scribblers.

We will suppose we are starting off the year and wish to put our business on a systematic departmental basis. The first thing necessary is to take stock. In order to get this accurately departmentalized I have always called all stock into scribblers, and re-copied into the inventory book, relegating each article to the department to which it belongs while doing so. This, of course, involves more work, but has the advantage of speed in calling in the stock from the shelves, which I try to arrange to do all in one day, and also prevents errors in departmentalizing which are almost bound to occur in the rush of getting the stock called in.

Seven Departments.

I have always divided my stock into seven departments, as follows: Department A, groceries; department B, dry

THE DEPARTMENT STORE.

Hardware and Metal has received requests frequently from merchants for information with reference to the departmentalizing of their stores. One hardwareman wrote recently, asking for details of a system which would enable him to keep separate records for each department of his store. Knowing that the McNamara Trading Co., of Chapleau, Ont., had a splendid system of this kind, an effort was made to secure details of same. Mr. McNamara has kindly responded with the following lucid and complete explanation.

The system covers dry goods and groceries—in fact, a general stock—but it could be adopted for use in keeping separate records of the various departments in a straight hardware business.

A view of the store of the McNamara Trading Co. Mr. McNamara is shown in the inset at left.

501

CLERKS DAILY SALES STATEMENT

	A		B		D		G		H		K		M	
	Cash	Cr	Cash	Cr.	Cash	Cr	Cash	Cr.	Cash	Cr.	Cash	Cr.	Cash	Cr.
1			14		45		49		21		1		1	
2			15		46		50		22	11.00	2		2	
3			16		47		1		23		3		3	
4			17		48		2		24		4		4	
5			18		49		3		25		5		5	
6			19		50		4		26		6		6	
7			20		1									
8														

FIGURE 1. FOR RECORD OF EACH CLERK.

When the duplicate of each counter check goes up to the cash girl she enters the total, $11.00, to the credit of clerk "H," opposite the number of the check itself, 22. In this way a daily record of the sales made by each clerk is kept. There are separate columns for cash and credit sales.

goods and ladies' ready-to-wear; C, gents' furnishings and clothings; D, boots and shoes; E, house furnishings; F, hardware; G, butter and eggs.

There are, of course, in a general store a lot of lines that it is hard to know where to place and which do not deserve a department of their own. These I have tried to classify as well as I could and once placed in the department decided on it soon seems natural that they should be so included. These are items such as traveling goods, stationery, jewelry, etc.

Having taken stock, a balance should then be taken, as is usual. Then to start the new year each department should be debited in the trading account with amount of stock as per inventory.

Now to departmentalize the sales, which is one of the biggest difficulties with most general stores. After trying several ways I have adopted the following system:

Separate Clerks, Separate Departments

I have two books ruled as figures one and two, one headed Clerks' Sales Book, and the other Department Sales Book. In the first book, each column represents a clerk, and each half column the cash and credit sales of that clerk respectively. Each clerk is supplied with counter check book, the usual duplicating style, and each has to account for every check in this book. In the event of one being destroyed in any way it has to be reported to the office and marked "void" in the space allotted it in the Sales Book. In the other book each column represents a department and each half of column cash and credit sales of this department respectively.

Now let us imagine that a sale has been made as per enclosed counter check marked Fig. 3. This sales slip in duplicate is sent over the cash carrier to the cash girl who checks total, makes change, stamps customers check (paid), and returns to clerk.

Entering Up Different Items.

You will now notice that this is check No. 22, clerk H. In the clerks sale book, therefore, in column H, space marked 22 and cash portion of same (sale being a cash one) entry is made of $11, being total amount of the sale. The girl then takes the check and enters it into the Department Sales Book. You will see the first item is boots $5. This is entered in Cash Column, Department D. The next item being a skirt goes to department B, and so on until each amount is entered to the department to which it belongs. If the sale had been a charge sale, exactly the same method is used except that the charge column in each book would be used.

At the end of every day the totals of the two books are got. (I have found it necessary to instal an adding machine

500

DEPARTMENT DAILY SALES STATEMENT

	A		B		C		D		E		F	
	Cash	Credit	Cash	Credit	Cash	Credit	Cash	Credit	Cash	Credit	Cash	Credit
	30		3.50		35		5.00		75		60	
			50									

FIGURE 2. KEEPING DEPARTMENTS SEPARATE.

This sample page out of the department sales statement shows the seven items on a counter check divided up amongst six departments, A being groceries, B dry goods, C gents' furnishings, D boots and shoes, E house furnishings and hardware. All bills made out each day, whether for cash or credit sales, are treated in this way, and at the end of the day the totals of each column show the total sales in each department. These amounts are transferred to another book, where the monthly records of each are kept.

1913				A	B	C	D	E	F
May 28	The Canadian Dry Goods Co.	567	77 24						
# 675	10 doz Mens Underwear	6 50				65 00			
# 56	5 yds D Goods	60			3 00				
# 116	1 pcs Floor Oil 35 c	24						9 24	
May 29	Green & Co	598	150 00						
	500 Butter	30		150 00					

FIGURE 4. INVOICE BOOK.

This is used for dividing the items of each purchase among the different departments. For instance, the total amount of one invoice, $77.24, is kept in a column by itself, from which it is posted into the wholesale ledger. The name of the firm and the amount appear in red ink. Below are entered the three items in black ink, and the totals, $65.00, $3.00 and $9.24, are entered in the respective columns assigned to each department. These are totaled up as you go along, and the amounts, month by month, charged to that department in the trading account. The amount of the first column must, of course, balance the totals of the other seven.

to get this done promptly and correctly). Of course the cash sales for each book must be identical as also the charge sales. This has the effect, of course, of a double check on your sales as well as showing which clerk is selling the goods, and departmentalizing the sales at the same time. It is of course necessary that the girl in charge should know to what department each item belongs, and at first it is necessary to have an itemized list, but as she gets accustomed to her work and learns this, she will not need it.

The Daily Sales are then posted from the Department Sales Book to the General Sales Book, in which I have a record of every day's business since we opened the doors. The months' totals are then posted to the credit of each department in trading account.

Charging Up the Purchases.

The next matter is to have the purchases charged correctly to each department. In a general business, many lines often come on one invoice and to obviate that I had printed an invoice book as per Fig. No. 4. You will notice that there are seven columns, one for each department, and besides this there is a total column in which the total amount of the invoice is entered in red ink. From this column the amount is posted to the credit of the respective wholesale house in the Wholesale Ledger. The invoice is then entered item by item and carried forward, an item at a time, to the Department Column to which it belongs. This is totaled up as you go along and of course the total of the first column must equal the totals of all other columns combined, or there is a mistake somewhere. This book gives you a permanent record of your invoices, that can be referred to at any time by looking up item in Wholesale Ledger and turning to Folio Number. The total for each department at the end of the month is charged up, to that department, in the trading account.

The Freight and Express are divided to each department as the bills are paid, and charged daily from the Cash Book to the right department of the Freight and Express Account.

General Expense Account.

The one item I have found hard to properly departmentalize is that of expense, so I have a General Expense Account and do not attempt to classify expense as we go along. In a store such as ours clerks are not held down to one part of the store and warehouse room is shared by all departments; delivery expense is also shared by all departments, and so on. At the end of the year I take the total expense and the total sales of the whole store and find percentage it costs to do business. Then from the total sales of each department it is an easy matter to apportion the expense that should be charged to each.

Returns of Articles.

I have forgotten to mention, with regard to sales, that there are of course a certain amount of returns. If this has been a cash sale and the money refunded, the amount has to be paid out of the General Cash and charged directly to the department from the cash book.

If it were an article returned and to be credited on some customers account the clerk makes out a "credit" slip and same is marked in both Sales books in red ink. When adding up the sales these amounts are not included but on the contrary are themselves added up

(Continued on page 44.)

The Macnamara Co., Ltd.

THE BIG STORE

CHAPLEAU, Ont., July 20 1913

Sold to

Sold By H Got By 15 02

DOMINION REGISTER CO. LTD MFRS. TORONTO CANADA

1 pr Boots	$7 00
1 Skirt	3 50
1 Hose (Ladies)	50
1 Chair	75
1 doz Spoons	60
1 Box	35
2 Cans Tomatoes 22	30
	11·00
Paid	

FIGURE 3. SIX ON ONE BILL.

Facsimile of a counter check showing goods belonging to six departments on the one bill. This is forwarded to the cash girl, who enters the total amount to the credit of clerk "H" in one book (see figure 1), and divides the separate items amongst the proper departments (see figure 2).

HARDWARE AND METAL

Vol. XXV. No. 36 Toronto, Canada, Sept. 6, 1913 Two Dollars per Year

THE BUSINESS SITUATION.

That business conditions have improved is evidenced by the fact that more business is being done. There is an improved tone generally. Of course, the increase is not large, when compared with the figures of past years. Business men are not surprised at this, having made up their minds not to look for extraordinary increases, as they did in the past. They are quite satisfied this year with a normal increase and accept same as evidence of an improvement in conditions which will spell brisker trade next year.

Although in some respects business is not yet up to the mark, it is safe to assert that the commercial public have safely passed the panicky stage. Any fears which might have been held a few months ago have disappeared with the upgrowth of confidence in the stability of commercial conditions. It has been demonstrated that commercial stagnation does not follow a sudden tightening of money.

Business men are watching financial conditions closely. In dealing with the situation, Financial Post says:

> The outlook for the remainder of the year is that money will tend towards greater ease. Last week we said that we expected to see a turn for the better towards the end of the year, but in the meantime money will be tight. The crop in Canada has to be moved and for that undertaking the banks are comfortably well equipped, but they are not too confident as to the future. They are still keeping a tight hold on the reins and are not relaxing efforts to keep up strong reserves and keeping going the ordinary commerce of the country. To do that they are just as watchful of speculation as they were six weeks ago.

It seems agreed among financial men that conditions are sound but they very wisely restrain any expressions of confidence and preach moderation to their clients. This attitude is a wise one, as it will help to put business generally on a sound basis and eliminate rash and speculative development.

AT THE EXHIBITION.

Among the exhibits at the Canadian National Exhibition held in Toronto from August 25 to September 6 were many interesting to the Canadian hardware trade. They comprised exhibits of stoves, washing machines, woodenware, electrical appliances, and many other lines which are sold by hardware merchants. The exhibits were very attractive and instructive in their varied range. There were, however, behind the attractive appearance of the goods many interesting features which would pass unnoticed to the casual observer. The most valuable points in connection with some of the lines exhibited would not be noticed by the thousands of visitors to the exhibition, were it not for the fact that each exhibitor had practical men in attendance to point out the features and explain them to the public.

The exhibitors of vacuum-cleaners, for instance, were not there merely for the purpose of showing their lines of cleaners but they were there for the purpose of showing the work that could be done with vacuum cleaners. For that purpose they went to the exhibition prepared to give actual demonstrations and thus impress upon the minds of visitors how effectively the work could be done. The exhibitors of electrical appliances had their appliances connected up and ready for operation and gave actual demonstrations of their usefulness. The stove manufacturers had expert salesmen on hand to point out the special features in the stoves they were exhibiting.

The large firms exhibiting at the exhibition have learned from experience that showing the goods alone will not produce the desired results and that it is necessary to keep a well-informed staff present to point out the many interesting features which would otherwise pass unnoticed.

These incidents point out forcibly that display alone will not produce the best results and this fact should not be overlooked by the retail merchant. As the manufacturer trains his selling staff for demonstrating at the exhibition, so should the retailer train his selling staff for demonstrating in his store. The retailer conducts a daily exhibition in his store. He can get closer to his customers than the exhibitor at a National exhibition. Good displays are to be commended, but display alone will not produce the results that can be obtained if the display and selling staff are combined in an endeavor to interest prospective purchasers and make sales.

BRITISH OVERSEAS TRADE.

The fact that Great Britain has been enjoying almost unprecedented prosperity is shown in trade reports. That conditions in Canada will feel the stimulating effect of the prosperity of the Mother Country, gives the records of British trade a particular significance. The Ironmonger outlines the overseas trade of Great Britain as follows:

The customary figures relating to our overseas trade in July are merely another chapter in the long-drawn tale of expanding trade, the sections relating to imports, exports, and re-exports all recording an increase. The figures for last month, in comparison with those of July, 1912, show a rise in the value of the imports of £3,487,253, or 5.9 per cent., in that of exports of British production of £5,177,848, or 12.3 per cent., and in exports of foreign and Colonial merchandise of £1,217,674, or 17.7 per cent. For the seven months ended July 31 the figures for this

year show an increase over the corresponding figures of 1912 of £28,352,161, or 6.8 per cent., in imports, £36,920,-611, or 13.8 per cent., in exports, and 2,439,530, or 3.7 per cent., in re-exports. The value of imports of iron ore advanced by £83,459, and that of other metallic ores by £151,337. In articles wholly or mainly manufactured the imports of iron and steel advanced by £39,455, but other manufactures of metal dropped by £35,711. In raw materials and articles mainly unmanufactured, home exports of coal, coke, and manufactured fuel decreased in quantity by 44,159 tons, but increased in value by £560,897. In articles wholly or mainly manufactured, our exports of iron and steel increased in quantity by 20,802 tons, and in value by £614,380, new rails alone showing a rise of 13,850 tons. Other metal manufactures increased by £124,064, electrical goods and apparatus by £215,670, and machinery by £373,181.

No surprise would have been occasioned had the returns for last month indicated some shrinkage in the volume of our overseas trade, at any rate in the metal branches, which, during the month in question, suffered from a number of disturbing influences, such as financial stringency, war, labor disputes, and a persistent decline in the prices of raw material. In the circumstances it is surprising that the returns should show an increase in British exports of manufactured goods alone of £4,000,000, as compared with what was a record month. Since the beginning of the year there has been an increase of twenty-eight millions in the imports and thirty-seven millions in the exports. Such figures constitute a remarkable tribute to the vitality of our commerce.

Nearly all sections of the metal trade participated in the prosperity, the continued increase in the export of machinery being perhaps the most satisfactory feature of the returns. The easier prices of finished iron and steel suggest the further expansion of trade during the remaining months of the year, seeing that many projected enterprises which were held in suspense owing to the dearness of materials will probably be put through in the near future.

POINTED EDITORIALS.

Now is the time to clean up the books.

* * *

An early start isn't everything—but it goes a long way.

* * *

The rolling stone gathers no moss And what's more, it never rolls up hill.

* * *

A better financial feeling is noted already, since good crops became a certainty.

* * *

The merchant who gives his time to small details should not expect large profits.

* * *

Make the peak load of achievement to-day, the starting point for the efforts of to-morrow.

* * *

Salesmen are born, not made. And yet, a born salesman will not become a good salesman, unless he has also capacity for hard work.

* * *

Quite a few stores have eliminated counters, wholly or in part. This is due to a growing recognition of the fact that people like to examine goods at close range. It is not necessary to do without counters in providing people with the required opportunity but, in arranging stock, this point should not be overlooked.

Impressions of Canada

A BRITISH ironmonger, now located in Moose Jaw, has been writing to an old country trade paper, giving his impressions of Canada. When the opportunity is presented of "seeing ourselves as others see us," it is always eagerly grasped. In the present instance we learn nothing particularly unfavorable about ourselves and our country, for the new citizen who has penned his impressions, seems to like the land of his adoption.

One of the points that he likes about Canada, particularly as applied to the hardware business, is the freedom and lack of formality. He says in part:

> Store clerks, in common with every other section of labor here, are on far less formal terms with "the boss" than at home, and on the whole, they live a much freer life and have a better time. Ten hours is the universal rule for most workers and, while a reasonable amount of work is expected of each one, the driving and irritating supervision so frequently met with in the old country would not do out here.

It is true that there is a greater amount of freedom in the position of the clerk in this country. The writer's allusion to "irritating supervision" in the old country stores is probably due to personal experience, however. We do not think that it is a condition which exists in all stores. Supervision, in any case, is very necessary for the success of the business and, also, for the future welfare of the clerk himself. Whether the supervision becomes irritating or not is largely due to the personal relations of the superviser and the supervised.

Continuing, the writer says:

> Reverting to more serious matters I may state that while customers are civilly treated there is no servility required nor expected. People speak in a brusque manner, which must not, however, be taken for rudeness. This applies throughout the Dominion. A customer who is unnecessarily fussy or tries to cheapen the price is quickly turned down and told to go—somewhere else by the clerk, and that the Boss approves. Price-cutting, I am glad to say, is strongly discouraged, storekeepers recognising the importance of every article bearing a fair profit. If this state of things were more prevalent at home the problem of how to run a business successfully would, I think, be easily solved. Again, should any article sold require fixing the purchaser must either do it himself or pay a fair price for the work entailed. At home, for instance, one frequently sees "All linos laid free." Well, just suggest that to a store clerk here, and listen to his remarks!

The favorable conditions referred to obtain in a large majority of stores, we are glad to say. Unfortunately they are not general, although Hardware and Metal has every hope that the day is not far distant when price cutting will be a thing unknown and every store will be operated on efficient service lines.

Suiting the Background to the Display

An Article on the Window Trimming Art, Particularly as Applied to Backgrounds, Their Construction and Their Use—Some Suggestions for Fall and Christmas Displays—Ideas Which Can be Worked Out to Advantage.

Written for Hardware and Metal by Chas. H. Byford, with the Bond Hardware Co., Guelph, Ont.

Window trimming in these progressive days is recognized as a prominent asset to a retail business as a trade getter and store advertiser. It is a very noticeable fact that in any line of retail business where improvements are being made, that particular attention is paid to windows and in a good many cases attractive store fronts are put in.

The more original a window is trimmed the more it aids the desired results, viz., more business. The background is a point that should be carefully considered and should be built so that it can be easily removed if occasion necessitates. Beaver board is very suitable material for this purpose and can be made on a light frame work in panel style and painted to suit the class of window.

The floor is another point worthy of consideration. One will notice in many of the large stores that hardwood floors are used, either waxed or varnished instead of using cloth or paper. It gives a nice appearance and proves cheaper in the long run as it costs little to keep such floors in good condition.

Of course, there are times when it is necessary to use a floor covering but it is not very often. Fig. 1 is a very useful article when trimming large windows and can be made for a reasonable sum and finished to match the woodwork. The idea is to use it as a division to make a large window into two small ones, sometimes it is found necessary to do this.

There are stands of different shapes which can be used to advantage in displaying goods. They can be brought from firms who manufacture them or they could be home-made.

It is these few things that I have mentioned that go to make the first rudiments of window trimming. Not only do they save time and money but they add a great deal to the appearance of a window display by obviating the necessity of having to use cloth or paper to cover up the bad spots.

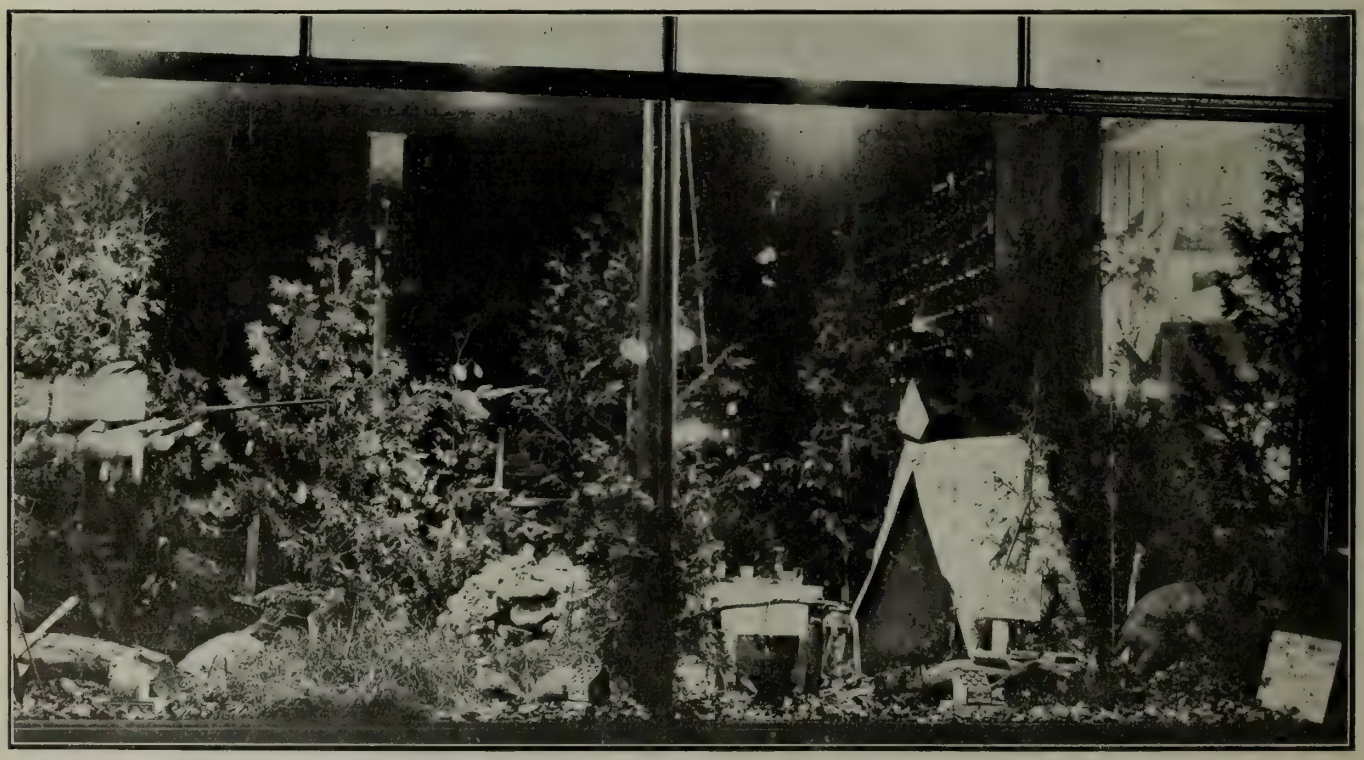
It is time that the hardware stores were looked to with the same interest as the dry goods stores. One will sometimes hear ladies say: "Let's go on the other side of the street and see what White & Co. dry goods store, have on show to-day."

They know that this firm is noted for its window displays, which are changed often, so that there is practically something fresh to see, and big business is the result.

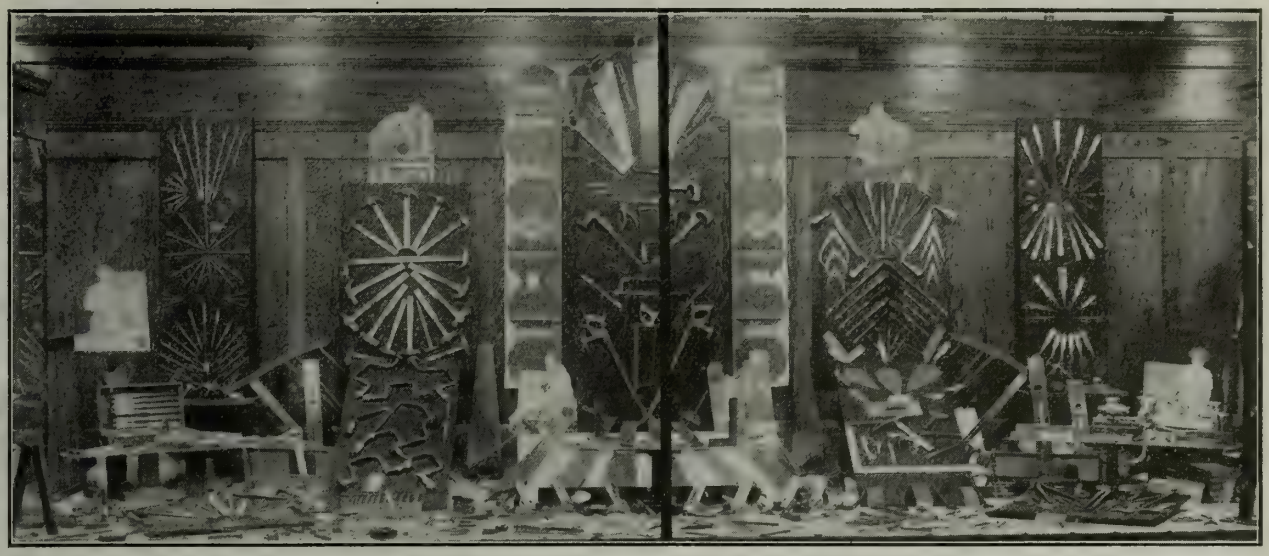
If this line of business can draw the people through its window displays, then why can't the hardware stores gain the same popularity? They can, but, it has got to be won on the merits of its window displays, if proper consideration is given to them.

What I mean by consideration is that an efficient trimmer should have time to devote to the work. Sufficient funds should be provided. Of course the expense depends on the size of the store and the number of windows.

The storekeeper in the small town, has not the same capabilities as the city store, but there is no reason why his windows cannot be kept neat and changed often with an occasional original display.



A window display by Mr. Byford. Note the neat background, which nevertheless has not been allowed to detract in any degree from the goods shown.



A window display by F. L. Kickley, with McKinnon's, Limited, Weyburn, Sask., which shows good use made of the background.

Price tickets should always have a prominent place in a trim, although there are times when they are best left out. The window trimmer must use his own discretion about it.

Good use can be made of manufacturers' material. Some will supply complete trims, show cards, etc. This class of window material should be taken good care of as it comes in useful from time to time.

Fall Displays.

Now that the fall is coming on, the time is ripe for the hardware dealer to get to work in the window displays of seasonable goods.

A fall paint trim is very appropriate just now and for this trim the paint manufacturers provide a good variety of materials for trimming with. In this class of trim always have a good background. It centres attention on your display, and that is what windows are trimmed for.

A hunting display late in September will help to stir up the business in this line. Put in a realistic scene with a good background of cedar or spruce. It is better for this class of display than closed in, unless a painted scene is used behind the bush. That is why I claim that a background, built so that it can be easily removed, is more advantagous to the trimmer. If possible just use this window for a week or so. For a hunter's camp don't use any price tickets. Make it as natural as possible by putting in a few animals and birds, etc. Have a regular hunter's paradise.

People soon begin to recognize original displays of this kind, and to talk about them. That is almost as good as newspaper advertising for the store.

After a week or so put in a full line of hunters' supplies. Price ticket everything and then you will get your results.

Lay Plans Early.

Christmas is not now very far away, and this season is one which perhaps affords the window trimmer the best opportunity to try his skill. Get to work early and think out your plans. Artificial flowers and leaves make a splendid decoration for some displays and help to give color and life.

Trellis work made in different designs and painted white and gold or any color to suit the trim, makes a good changeable background and the artificial leaves can be used to good effect on it. When changing windows have the required materials laid out, and if changing back ground have it ready so that the display can be completed with as little delay as possible.

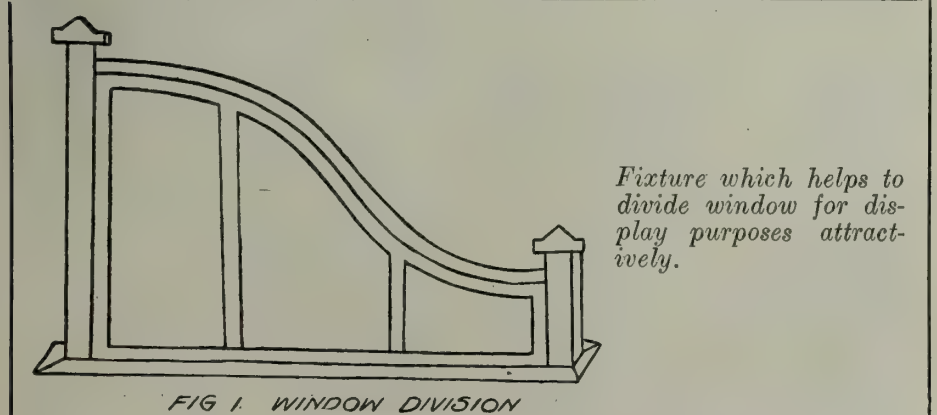
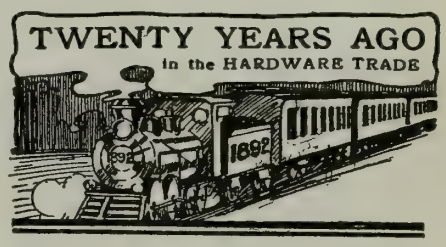


FIG 1. WINDOW DIVISION

Fixture which helps to divide window for display purposes attractively.



The following items were taken from the issue of September 9, 1893:—

"J. W. Kennedy, of J. W. Kennedy & Co., Georgetown, was in Toronto this week. He is starting out on a 500-mile bicycle tour."

* * *

"The hardware and stove store of S. Van Camp & Co., Hastings, Ont., was destroyed by fire Monday morning. Total loss, $7,000."

Vancouver, B.C.—A powder plant is to be established on James Island, B.C., by the Canadian Explosives, Ltd., a company recently reorganized to include the Hamilton Powder Co., the Victoria Chemical Co., and the controlling interests held by the Nobel's Explosives, Ltd., Glasgow, Scotland.

A Born Salesman

How a raw lad from the country proved that he had the makings of a salesman in him—An incident that led to the establishment of a system for the maintenance of sales force efficiency.

Salesmen are born, not made. It is true that, by process of careful coaching, good salesmen can be developed from the greenest of raw material, but the old saying holds good, nevertheless; for the instinct, the spark of salesmanship, must have been there in all such cases in the first place. Some men could be coached and pushed, grilled and riddled with information, and still fall far short of being salesmen.

John Jones resembled a salesman about as closely as a cancelled postage stamp resembles a thousand-dollar bill, when he first struck the Veneering Hardware Store. He was fresh from the long and verdant, as George Ade has phrased it. One could see at a glance that John had not been out of the Alfalfa belt longer than a couple of days at the most. He wore one of those "hand-me-downs," which can be secured without depleting the bank roll by more than seven-fifty, and which, even when brand new, look as though they had been slept in for several weeks. The suit that John wore looked as though it had been made to accommodate twice the natural number of elbows and joints. The sleeves came down over his thumbs, while the trousers missed connection with his boot tops by a margin of two inches. If his hair had not been cut by the bowl method, every person who set eyes on him that day missed a guess.

Mr. Veneering had advertised for a clerk, and John Jones was the first applicant to put in an appearance. He was standing outside the door ten minutes before the store was opened.

The proprietor looked him over critically and skeptically. The average amount of greenness can easily be condoned, but Jones had rather overdone it. A business man does not like to take long chances, but Veneering thought he detected evidences of understanding somewhere in Jones. Besides, the promptness the applicant had exhibited in getting after the job was a hopeful sign.

"We'll give you a trial, Jones," he said.

The staff hailed the advent of John Jones with delight. "Pipe the rube," said Alf. Stevens to Harry Heman. "We'll show him a few things. That poor hick will be sorry he ever left the old farm."

"For Heaven's sake!" groaned McCoy, the head clerk, as he watched the boss convoying Jones down in his direction. "I need a man, and here the boss is going to work off this imitation on me."

"This is our new man, Mr. McCoy," said Veneering. "He's had no experience, so you'll have to take him in hand."

"I will that," said McCoy, grimly. "Where do you come from, son?"

"I've lived at home on the farm," replied Jones.

"Really. I'd never have guessed it," said McCoy. "I kind of thought you had run over from New York. Well, peel off your coat and get busy."

Jones proved as green as he looked. The first morning one of the clerks sent him over to the opposition hardware store for a rubber-faced hammer. On his return he explained quite matter of fact that the other store was just out, but that they had plenty of the glass-tipped variety. He spent a whole afternoon digging through the stock for a mortised lock with the ring on the bevel. "I can't find one," he told Heman, contritely, at last. "You haven't looked half enough," said Heman, sternly. "Better come back after supper and have another look."

But Jones, though green, was not so slow after all. It just happened that the proprietor had occasion to run down to the office that evening, and so found the junior clerk laboriously digging through the old stock.

"What are you looking for?" he asked.

Jones told him. Veneering laughed, and explained to the clerk that the rest of the staff had been "putting one over" on him. Jones thought a whole lot that evening.

The next morning Alf. Stevens summoned Jones to him and handed him a bottle. "Just run over to the drug store and get that filled with snake oil," he said.

"Where's the money?" asked Jones.

Stevens hesitated a moment and produced a quarter. "That's real money," he said. "Be careful of it."

Jones took the bottle and made his way to the nearest park, where he filled it with water at the fountain. Then he hurried back to the store and handed the bottle to Stevens.

"Where's the money?" demanded the latter.

"That's a quarter's worth of snake oil," said Jones, casually. Too casually, in fact, for Stevens suddenly reached out and grabbed him by the collar.

"Come across!" he ordered. "No country lollop can put one over on your Uncle Wiseheimer. Pungle in with that quarter!"

"Snake oil costs a quarter," reiterated Jones, stoutly.

"There's no such thing as snake oil, and you know it," said Stevens.

"Alright then, go and explain to the boss," said Jones, wrenching himself free and going back to his work.

No more tricks were played on Jones after that.

His progress in the work allotted to him was slow. Most of the time he was kept busy uncrating goods, parcelling up stuff to be sent out, and straightening stock. He proved slow, clumsy, and singularly lacking in adaptiveness. He did not accomplish much in the course of a day, and much of what he did do had to be done all over again. The wrong goods were quite as frequently boxed up as the right and it became a daily occurrence for goods to be sent to the wrong addresses. Jones floundered along frantically, smashing goods and his own thumbs and playing havoc generally.

"That fellow's got the bonehead's belt cinched," complained McCoy. "He's got five thumbs on each hand,

and as for grey matter! You could brain him with a sponge!''

It was not long before McCoy took the matter up with the proprietor, recommending that the official can be tied to the clerking tail of one John Jones. The boss hesitated. He had noticed a few things about Jones which the others had not seen. He told McCoy that he would think it over.

Mr. Veneering had on several occasions observed Jones waiting on customers. It was only rarely that the junior got the opportunity but he seemed to be perfectly at home. He appeared to have a great flow of words for such occasions and Veneering noticed that the customers seemed pleased and departed with sundry bundles. ''I believe that fellow has the knack,'' the proprietor had said to himself several times.

It just happened that afternoon that a woman came in to look at a range and Stevens, who waited upon her, was unable to make a sale. Jones was working around that section of the store and heard every word said. As the customer started for the door, Jones picked up an armful of goods and carried them to the front. He had deposited them safely when the departing customer reached the front door. Jones opened the door for her.

''Did you get what you required, Madam?'' he asked.

''I was just looking at some ranges,'' was the reply.

''You are very wise,'' said Jones,'' to start looking for one early in the season. By the time, the cold weather gets around, everybody will be trying to buy stoves and then all may not be able to get what they want. The wise ones get theirs early.''

''Yes, I intend to buy mine very soon now,'' said the customer, pausing almost involuntarily.

''Did you see our new model?'' asked Jones, with a show of eager interest. ''It's the very latest thing on the market. Why, I really believe if you bought it, you would be the first person in town to get one.''

''I don't think I was shown that,'' said the lady. ''That other clerk didn't explain much to me.''

''Just let me show this range to you,'' said Jones. ''We're proud to be able to present so fine a model. It's going to be very popular.''

The customer was persuaded to return to the stove department and for twenty minutes listened to as smooth a selling talk as had ever been heard in the Veneering hardware store. Jones, green and inexperienced bumpkin that he was, struck the right points and garnished them with the right words instinctively. And he made a sale.

''Look here,'' said Stevens, angrily, after Jones had escorted his customer to the door, ''What do you mean by butting in on me that way?''

''You couldn't sell that woman,'' said Jones, with a brand new confidence in his tone. ''I listened to what you said. You didn't give her any information—not the kind she wanted, at any rate. And what you did tell her, she didn't understand. A stove manufacturer would, but she didn't. I sized her up and saw she wouldn't buy a stove until she knew all about it.''

''Right,'' said a voice behind them and the boss himself stepped up. ''I heard that transaction too. Jones, I believe you've been a round peg in a square hole. You're no good at crating goods but I think you'll make a salesman, all right. After this, you go on sales.''

Jones came along well after that. He was soon well liked by the customers and his sales books had Stevens and Heman green with envy. The new clerk seemed to know by instinct what to say to customers and on what line to approach them. Long before he learned that a yellowish brown cloth with a red stripe running through it was bad form, he found out how to make a customer buy something he had no intention of buying and to go away thinking he had struck a bargain and chuckling at his own acuteness. By the time he got to wearing plain grey Norfolks with a one-tone blue tie and a neat fedora, Jones was the most accomplished salesman that ever handled hardware in that town.

John Jones, fresh from the farm, had been a salesman even then. Veneering had seen a glimpse of this in him, even at the start but he often afterwards thought how closely he had come to letting Jones go as an incompetent. This set Veneering to thinking. He realized the great necessity of having a thoroughly efficient sales staff and also the difficulty of securing good men.

As a result of the earnest thought he gave to the subject, Veneering evolved a plan which he believed would enable him to keep his staff reasonably efficient and, what was equally important, insure each man's giving his very best service. When a vacancy was to be filled, the applicants were put through a close examination and questioned on a great many points. Veneering had a regular list of questions which he compiled with great care and which enabled him to form a correct estimate of the capacity, disposition and experience of each applicant. In this way, he was able to keep his staff recruited on a basis which insured a standard of efficiency above the average.

The most important part of his plan, however, was a system that he used for working his staff to the best advantage. ''It is necessary to find what special line of work a man is best at in order to get the best work out of him,'' he reasoned. ''Because a man is not doing very well at a certain line of work, it does not follow that he will not do other work better.''

Accordingly, he kept his men shifting around to a certain extent, somewhat on the principle that a city editor uses in issuing assignments. The salesmen were given opportunities to work in each department, sometimes to assist in the window trimming and even on the advertising work. When any member of the staff, showed particular aptitude for a certain line of work, he was always left there for the bulk of his time; but others were given an opportunity to get acquainted with his work so that his departure at any time would not leave the business handicapped.

By this system of shifting, Veneering always had his staff so assigned that maximum returns were secured. In this way, he found a star window trimmer in the person of a junior who had previously been trying with only average success to sell kitchen utensils. Other developments of a like nature resulted. Veneering figured that he had raised his staff from about 40% efficiency to at least 70%.

EXHIBITION VISITORS.

The following hardware and stove merchants were visitors in Toronto during the week:—A. Spratt, Inglewood, Ont.; W. B. Clifton, Alliston, Ont.; J. J. Bruce, Nestleton, Ont.; Fred B. Smith, Belleville, Ont.; J. J. Bunt, Kingston, Ont.; G. W. McDonald, North Bay; U. M. Rushland, Little Britain, Ont.; J. A. Henderson, Brampton, Ont.; D. Cinnamon, Lindsay, Ont.; A. C. Beatty, Norwich, Ont.; J. W. Page, London, Ont.; W. Burnside, Markdale; Geo. E. Gilmore, London, Ont.; Wm. O'Hara, Uxbridge, Ont.; G. W. King, Beaverton, Ont.; Jas. Dandie, Streetsville, Ont.; J. J. Neulands, Barrie, Ont.; J. W. McDonald, North Bay; E. J. Creeper, Owen Sound; Robt. Blain, M.P., Brampton, Ont.; D. E. Huffman, Jasper, Ont.; T. Lougheed, Gore Bay, Ont.; Neil Phillips, Cornwall, Ont.; Jas. Campbell, Orono, Ont.; D. G. Mitchell, Dunedin, Ont.; J. W. Kennedy, Georgetown, Ont.; W. S. Perkins, Markdale, Ont.; Wm. Carnegie, Port Perry, Ont.; W. D. Stinson, Omemee, Ont.; W. J. Bundy, Pickering, Ont. R. C. Vanwart, Fredericton, N.B.; M. T. Harrison, Fredericton, N.B.; M. Vanwart, Fredericton, N.B.; Samuel Bonathan, Newcastle, Ont.; H. A. McLean, Midland, Ont.; Mr. Fraser, of Dunlop & Co., Pembroke; Mr. Smith, of Smith & Schaefer, Bolton, Ont.; Mr. Schaefer, of Smith & Schaefer, Bolton, Ont.

Making Good Use of Narrow Space

A store which shows a neat and attractive arrangement of goods, despite the fact that it is unusually narrow — All articles are displayed and priced.

The hardware store of J. G. Steele & Co., London, is seventy feet long but only sixteen feet in width. Despite the fact that the store is very narrow, the goods are well displayed and there is no waste space. All available space is used for displaying the goods.

The proprietor, J. G. Steele has been in the retail hardware business for the past twelve years, the latter two and a half years in his own store. During his twelve years' experience he has learned the value of display, both in the store interior, and in the show window. His store is located on Dundas street and in such a position as to make it possible for him to secure considerable transient trade.

These customers are reached through the medium of the show window and one will always find an exceptionally neat and attractive display of cutlery, tools, builders' hardware, or some other line in the Steele window. The proprietor states that he secures a large amount of trade in this manner. He also makes free use of show cards and price tickets, and finds that they aid to a great extent in creating sales.

The window displays are changed weekly.

To the right of the entrance two silent salesmen are used for displaying cutlery, brass goods, etc. Wall cases are also used for showing fancy goods. A large number of shelf boxes are used, the front of the boxes being painted green. Samples of tools and other lines are attached to the face of the boxes. Care has been taken to sample the goods and arrange them in such a manner that they present a good appearance. The smallest article is always sampled on the left and larger ones follow to the right. For instance if No. 800 butts were being sampled on the face of the boxes, the 800x1 inch butt would be sampled to the left and the larger sizes would follow in order of size. The prices of the goods are shown on the sides of the boxes. The boxes are divided into compartments for holding the various sizes and style of goods.

The firm do a large trade in bath room fixtures, although they do not conduct a plumbing department. A large wall case is used for displaying this line of goods. This case is at the left of the front entrance and in a conspicuous position where it can be seen by all customers who enter the store. A large number of customers make enquiries and often purchase fixtures as a result of seeing them well displayed.

Unseasonable goods are not allowed to occupy space in the main store. The store is well lighted and presents a very bright appearance at night. The goods in stock and in display are always kept clean and bright and although the store is only sixteen feet wide it presents a fine appearance and shows that, even if a store is very narrow, the goods may be effectively displayed.

SYSTEM FOR DEPARTMENTALIZED GENERAL BUSINESS.

(Continued from page 37.)

and deducted from the total sales of their respective departments.

In case of goods returned to a wholesale house I use the Journal, and debit the house with the amount while giving the department credit.

At the end of the year stock is taken once again and the department given credit for the amount of stock on hand. The balance then taken gives you your gross profit for that department for the year. Charge against this the freight and express, belonging to each department, as also the proportion of expense worked out as I have before said. The result gives you the net merchandise profit of each department for the year.

Transfer this net profit to your Profit and Loss Account, and transferring the balances of your Discount and Interest Account to the right side of your Profit and Loss account, and debiting same with "Bad Debts" written off your ledger, you will have the gross net results for the year.

Recharge to each Department Trading Account the amount of inventory, for which they have been just given credit, and start the next year resolving to get even better results.

This, roughly speaking, exemplifies my system. There are of course numerous details that crop up from time to time that one has to work out for himself. For instance our town being a railroad town, with no surrounding country, the item of Trade or Due Sales does not bother us. Not having this to contend with I have not had to work out a system for same but have no doubt it can be carried out along similar lines.

I might here mention that from time to time I have noticed discussed as to whether a person should reckon his profits and expense on sale price or buying price.

Biographical

Mainly About the Men Who Call on the Hardware Trade in Canada

How Gunga Din Helps to Sell Stoves

R. S. DUNCAN has a handicap on most other travelling salesmen. To please the customer, sometimes even to amuse him, is what the traveller strives for. Most travellers have to depend on a funny story and a pleasant smile to accomplish this. Some adopt measures extraordinary and there is one man on the road in Canada to-day who has made a specialty of sleight-of-hand tricks to amuse his customers. While he is talking to his man, he casually brings out a coin and starts to palm it, to make it disappear and reappear out of a vest pocket and so on. The customer gets interested and asks him to do some more tricks. In this way he wins his welcome and gets on a friendly footing at once.

But R. S. Duncan has a better scheme than that. He is the best reciter that ever packed a grip and everywhere he goes his services are in demand. Customers insist on a reading before they will talk business; and so it is not an uncommon sight to walk into a hardware store and find a tall chap, with the cast of countenance generally ascribed to the poet and the long, black and tempestuously tossed hair always ascribed thereto, deep in a rendition of "Cremating of Sam McGee" or "They're hanging Danny Deever."

The gift of expression was his from the very start. When a mere lad in corduroys, he was noted for the way he gave "The boy stood on the burning deck." A career before the footlights was predicted for him and perhaps, if he had followed where his talents pointed, the glory of Forbes-Robertson, Faversham and Mantell would have been dimmed by the light of a greater luminary. This, however, is pure speculation for the subject of our sketch decided that discretion is not only the better part of valor but the forerunner of prosperity as well; and, shunning the glamor of a stage career, took up a part in commerce instead.

His talent for dramatic recitation has won him a reputation and, perhaps brought him quite a share of business as well. Coming to think of it, the plan should be a good one. After listening to "The shooting of Dan McGrew," what dealer could refuse an order for revolvers? "The Clinckity Ice" should prove a splendid forerunner for a selling talk on refrigerators. And after listening to "Gunga Din," any right-minded man would immediately subscribe his name to an order for thermos bottles. Mr.

R. S. DUNCAN,
the finest reciter that ever packed a grip.

Duncan, however, cannot make the effect of his forensic talents bear on specific lines in this way, for he sells, and always has sold, stoves. For this reason, "The Cremating of Sam McGee" is his favorite piece.

R. S. Duncan was born in York County on a farm about five miles from Stouffville. We are not sure of the date and, so to be safe, state that it was anywhere from 30 to 35 years ago. His first start as a traveler was made with Copp Bros. in Hamilton in 1899. He stayed with them for two years and then went with the Peninsular Stove Co. of Detroit, staying with them for four years. For three years after that, he travelled in the Western States for the Michigan Stove Co., of Chicago and for two years with the Thatcher Furnace Co., of New York. For the past three years he has been with the Burrow, Stewart and Milne Co., of Hamilton.

He does not need to depend upon the persuasive force of his recitations, to make sales, being one of the best informed stove travellers on the road. Further, he is well liked personally wherever he has called.

He has always been a keen sportsman and has taken an active part in field pastimes. He plays baseball, football and basketball equally well and is an enthusiastic supporter of home talent in the athletic line. The Tigers, Hamilton's noted Rugby team has a zealous supporter in R. S. Duncan. In fact, he is a strong booster for everything pertaining to the Ambitious City.

CATALOGUES AND BOOKLETS.

Wheelbarrows.

The Meaford Wheelbarrow Co., Ltd., Meaford, Ont., have issued a 126 page illustrated catalogue showing their line of wheelbarrows, wheel and drag road scrapers, trucks, concrete carts, dump carts, grading ploughs, etc. The catalogue is attractively gotten up, and is very complete, giving contents and numbers in crates and bundles, dimensions, weights, etc. A complete description of each line is given.

Montreal, Que.—A. J. Clive, representing Sir Thos. Lipton and a group of British capitalists of like calibre, is looking over Alberta, and has stated that his company has decided to locate a glass factory which will employ three hundred men in Western Canada.

The big things of the world are not done on black-boards.

¶ The young man just returning from college has allowed the idea to grow up in his mind that the world is clamoring for him with open arms—that people are gathering along the side lines to watch his going and coming. From the college campus he expects to step among business firms and men of affairs, either as a Diplomat to some foreign country, Manager of a Steamship Line, or as a Railroad Broker.

¶ The man who starts at the bottom is the man who learns the secrets that revolve around the principle on which the institution is founded. Dig deep enough toward the bottom of a thing and you will find the rock on which it stands. Most great men, men of influence and character, men who have acquired fortunes have once been poor. The man who has developed a great business, or the man who has developed great character, the man who has amassed great wealth, is the man who laid the foundation with his own trowel.

¶ No man can direct the policies or plans of a business until he knows the various channels through which money should be spent. No man can start half way up the scale and make the greatest possible success, because he can really never know what is going on under him. He is not familiar with what is being done "downstairs." Possible extravagance and error in one half of the business are unknown to him. A part of the very thing he is supposed to direct is a mystery, hidden away under the partition of inexperience.

¶ The things which have really bettered the world, improved humanity and added to our happiness, are the things born of inspiration, adversity, hardship and poverty. The President or General Manager of most every great business firm, the founder of every great idea, is a man who started at the bottom and who—from this small beginning—worked his way through the various departments, until finally he reached the greatest and highest position that the business could give.

¶ The careers of most men are molded through the influence of someone who accomplishes much in this short span of busy years called "Life," and it is estimated that Andrew Carnegie developed at least forty of the biggest business men this country has ever seen, and that he also is responsible for at least a thousand independent fortunes.

¶ To begin at the bottom of a thing is an opportunity and it is from this vantage point that we see opportunity beckoning to us from the horizon of the future. *The stars are visible at noon-day to the man below the surface who looks up to discover them.*

¶ No cult will ever be founded to take the place of the school of experience. *The big things of the world are not done on blackboards.* Experience is the thing that gives us poise, power, personality—the thing that writes into our being that peculiar indefinable something that inspires confidence in other men.

Efficiency

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Current News of Hardware Trade

Hardware Store Robbed.

Hespeler, Ont.—The hardware store of Hall and Simentons was robbed of an assortment of razors, pocket knives, etc.

Purchases Delivery Truck.

Sarnia, Ont. — N. D. Rougvie, hardwareman, has purchased an automobile delivery truck for use in connection with his business.

Death of Mrs. Emmerson.

Mrs. J. T. Emmerson, wife of the senior member of the hardware firm of Wells & Emmerson, Port Arthur, and Fort Frances, Ont., died on Sept. 3 from injuries received in an automobile accident.

Death of E. J. White.

The death occurred early this week of E. J. White, Toronto, Ont., for upwards of twenty years a traveller for H. S. Howland, Sons & Co. The deceased, who was familiarly known to the trade as Ed. White, had a large circle of friends, who will deeply regret to hear of his death.

Death of Major Gordon.

St. John, N.B.—The death of Major John James Gordon occurred this week. He was 60 years of age and had been ill for some time, finally passing away at his home in Coldbrook, N.B. He was engaged in the manufacture of excelsior there. Major Gordon was the head of the Gordon Nail Works at West St. John, and was also for a time interested in business in Calgary. He was at various times associated with James Pender, James Harris & Co., and other well-known manufacturing houses. He was prominent in militia circles, being permitted to retire after an honorary career in the 3rd regiment C.A. with the rank of major. When he was eighteen he joined the Orange order, and was a member of St. Andrew's Society, and Clan MacKenzie, Order of Scotland. Besides his wife, two sisters survive.

New Firms.

Hayenmore, Sask.—Dolter & Sweeney are opening a hardware store.

Redcliffe, Alta.—Martin & Acheson are starting a hardware business.

Grenfel, Sask.—R. W. Lander and G. Slade are opening an electrical supply store.

Kelowna, B.C.—The Morrison-Thompson Hardware Co. are building a motor garage.

Regina, Sask.—It is expected that the Canadian Brand Stove Co. will erect a stove plant this fall.

Regina, Sask.—It is reported that the Gutta Percha and Rubber Co., Toronto, will open a branch here.

Summerland, B.C.—The new hardware and grocery store of J. E. Phinnery is open for business.

Personal Notes.

Wm. McKay, for many years manager Toronto branch of Robb Engineering Co., is now with the Goldie & McCullough Co., Galt, in their Toronto office.

Companies Incorporated.

Toncan Mfg. Co., Dundas, Ont., capital $250,000, to manufacture and deal in tinware, etc. Incorporators: A. C. Caldwell, Dundas; Wm. A. Welsh, Hamilton.

Business Changes.

Seamens, Sask.—Froelich and McNutt have dissolved.

Brandon, Man.—The United Electrical Co. has been sold to E. G. Maddock.

Woodstock, Ont.—A. H. Gingerich, hardware merchant, is reported having sold out.

Orillia, Ont.—The Tudhope Motor Co. have disposed of their business to Fisher Motor Co.

Vancouver, B.C.—McBride & Co., hardware merchants, are reported discontinuing their Fraser Ave. store.

Elrose, Sask.—Irvine & Gobeen, hardware and furniture, have dissolved partnership, G. A. Irvine continuing.

Brandon, Man.—The hardware store of Brown & Mitchell was recently robbed of $300 worth of merchandise.

Lucan, Ont.—The hardware and plumbing firm of McComb & McLean have dissolved partnership. O. L. McComb now assumes full control of the business.

Industrial Items.

Greenwood, B.C.—The Steelite Explosive Co. will build a factory here shortly.

St. Catharines, Ont.—The McKinnon Dash Co. have rebuilt the brass foundry destroyed by fire some time ago.

Toronto, Ont.—It is reported that the R. F. Goodrich Tyre and Rubber Co., of Akron, Ohio, will locate a plant here.

St. Catharines, Ont.—The Armstrong Cork Co., Pittsburg, Pa., are calling for tenders for the erection of a plant here.

Huntingdon, B.C.—The Huntingdon Glove Co. have moved their machinery to Vancouver, where the factory will be located in future.

Sarnia, Ont.—It is reported on good authority that a large stove manufacturing concern of Cleveland, Ohio, will locate a plant here, and that work on the buildings will commence shortly.

Montreal, Que.—A. G. McAvity, representative of the Candian Buffalo Forge Co., Montreal, has announced that the company contemplate starting building in Berlin, Ont., in about two weeks.

Hamilton, Ont.—The Canada Still Co., whose rod mill and machine shop were burned this month, announce that contract has been let for the complete rebuilding of the plant and for a re-inforced concrete machine shop.

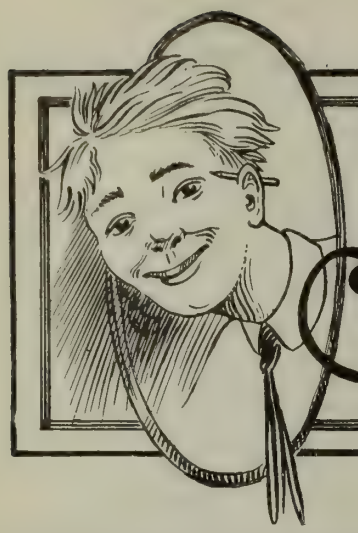
The Canadian Fairbanks-Morse Co. expect to occupy their new Vancouver warehouse about the middle of September. Their Montreal building on St. Antoine Street, a reinforced concrete structure now going up, has reached the fifth floor.

Dunnville, Ont. — Canadian Engines, Limited, have closed a contract with the Cockshutt Plow Co., of Brantford, for double the output of their present plant, and as a result will build a 40 x 100 extension and employ between 25 and 30 additional hands.

Forest, Ont. — On Sept. 29 Forest ratepayers will vote on a by-law granting one year's exemption to the Forest Basket Co., in return for which that company will enlarge the present plant and employ between 70 and 100 hands the year round.

Sarnia, Ont.—The first annual picnic of the H. Mueller Manufacturing Co.'s employes was held at Tashmoo Park on Aug. 28. In addition to the 80 employes of the brass works, with their wives and families, the town officials and local plumbers and hardware dealers were invited to participate in the boat trip. A program of sports was held.

Sarnia, Ont.—The Doherty Manufacturing Co. have moved into their new building on the corner of Wellington and Queen streets, this latest extension being a three-storey building 100 x 40 feet erected at a cost of $25,000. The new addition comprises offices, a large show room, storage room for small finished parts and a shipping room with electric elevator giving easy access to the two upper stories, used for storage of finished stock. The steel range department is being moved to the former office building, and the mounting and fitting shops enlarged.



THE JUNIOR CLERK'S PAGE

MANUFACTURE OF TABLE KNIVES

Written for Hardware and Metal by J. A. E. Paine, managing director of Geo. Wostenholm & Sons., Ltd., Sheffield, Eng.

The process of making these is similar to that of spring knives, though the workmen employed are entirely different. The trade comprises three branches of men, forgers, grinders, and cutlers, as in spring knives. The men in one line of the cutlery trade never work at any other of the sections, i.e., spring knife men in any of the branches do not work at the table knives, razors, or scissors in the same branch, that is to say, a blade forger in the spring knife section does not make table blades, razors, scissors. The better table knives are made from shear steel and are hand forged, this is too expensive for the greater part of the trade, so cast steel is used and forged with machines called goff hammers, cheaper blades still are filed out of sheet steel. The table knife requires a different edge from a pocket knife, which has a smooth stiff edge, but for cutting soft substances such as meat, a thin rough edge is wanted. This is only obtained in perfection from shear steel and though cast steel may answer fairly well for table knives it is not satisfactory for carvers. Shear steel is made by welding together several lengths of blister steel, i.e., iron simply converted into steel. When these come from the covering furnace they are cut into shorter lengths about three and one-half feet long, and will be about three and one-half inches wide by one and one-half inches thick. Six of these are put together in a clamp at one end, the other end heated, worked into a bar under a steam hammer, the same is done with the other end and the whole reduced by hammering to a bar about one and one-half inches by one inch, this is called single shear, for double shear the same bar is bent over, bringing the two ends together, and put through the same process of hammering again. The bars are then rolled to the sizes required for forging. The forgers work double handed one called the striker, the other the maker, they stand opposite each other, hammering at the same blade at the same time, striking alternately, the maker holding the blade with one hand, and using a hammer in the other, the striker using a two-handed hammer. When the maker is finishing each blade, (smithing it) the striker will be hardening and tempering. In hand forged blades, the cutting part of the blade only is made of steel: the tang (that part which goes in the handle) and the bolster (the thick part of the blade where it joints the handle) are of iron, which is welded on to the steel by the forgers in process of making. The blades first being mooded (rough forged) iron for tang and bolster welded on, tanged, smithed, hardened and tempered, the table knife grinder grinds and finishes the blade right out before they are set in the haft by the cutlery. They are afterwards buffed again to remove scratches, and whetted on a fine dry sandstone. In a cheaper but less effective way this whetting is done on dry grindstones.

It is no credit to any one to make a failure, whether it be in business or otherwise. To make the most of ourselves is a duty that each one owes to himself. No one is doing his best when he is running his business by guess, and you are running your business by guess if you don't know what it costs you to do business.

* * *

Getting the women buyers' trade simply means studying local conditions. It is not always necessary to compete with the furniture dealer, but there are a number of items in the house furnishing line which really belong to the hardware dealer and which many are not selling at the present time.

* * *

Compare the merchandising of to-day with the cross-road barter of yesterday, then it was a trade, now it has become a science, affording a broad field for study and mental development as well as money making. In fact, ability more than ever is required to conduct successfully a large store, as the problems confronting the merchant become more complicated.

* * *

Every retailer gets a lot of advertising from people who do business with him. You, of course, want all the profitable publicity you can get, but the sort you receive from dissatisfied customers is not conducive to increased sales, and the less you have of it, the better.

* * *

By inaugurating the one-price system; fair prices; money refunds, large stocks and generous service, the public appreciation, confidence and patronage is established and good will is maintained.

REMARKS OF THE Jr. CLERK.

Nothing pays a bigger dividend on a small investment than politeness.

* * *

The man who broods over his troubles only increases his brood.

* * *

When someone has an axe to grind and wants you to help, make him turn the grindstone.

* * *

Some men are so careful about conserving their energies that they never do anything else.

* * *

A crank is a man who hasn't discovered that he isn't the only person in the world to be considered.

* * *

It is better to wear out than to rust out.

* * *

Its a short lane that isn't tainted with gasoline.

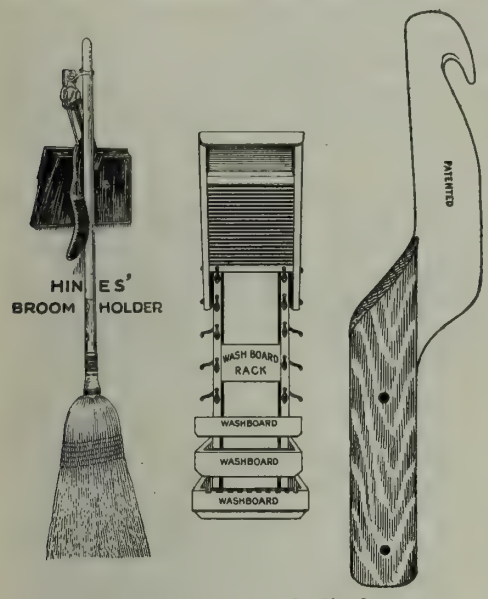
* * *

Few of us are satisfied with what other people seem to think is good for us.

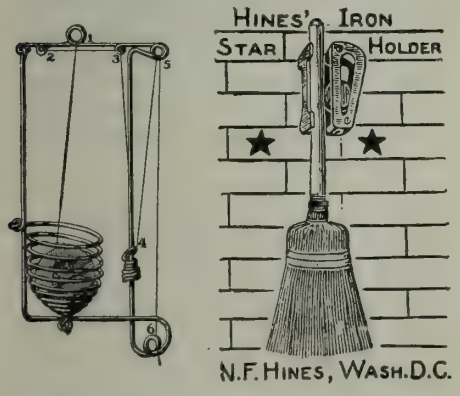
New Hardware Goods

HINES SPECIALTIES.

The accompanying illustrations show five specialties which are being offered to the trade by The Norman F. Hines Co., 19 8th street, Washington, D.C. The wash board rack takes up one foot



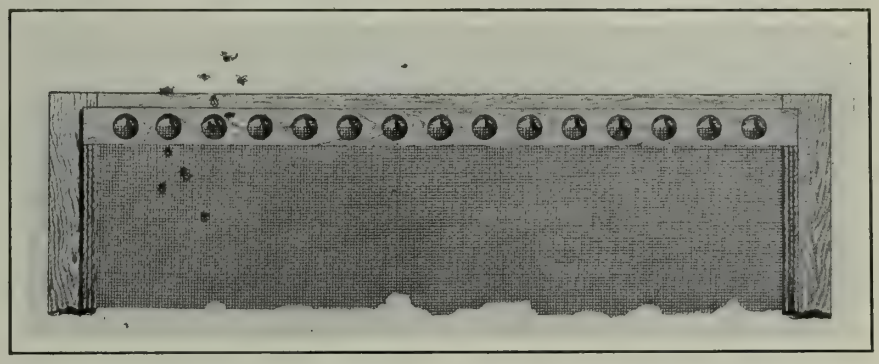
of wall space, holds and displays two dozen wash boards. Any board can be removed without disturbing the others. The twine holder illustrated is used for ball twine, but the firm also make a cone twine holder. Two styles of broom holders are shown, the Hines iron holder for brooms only, and the Excel holder to hold dust pan and brush in addition to the broom. By using holders the brooms are always in their place and the broom is kept in good condition. The



knife shown is used specially for cutting oil cloth and it is claimed can be easily sharpened. The firm are also offering several other lines such as rock glue, paper lifters, broom display racks. etc.

PATENT FLY ESCAPE.

The accompanying illustration shows a new patent fly escape invented by G. A. Walker and B. Carpenter, of Kiowa, Kansas. The cut shows the top rail of a screen door or window screen—outside view—showing moulding or escape. The top rail to which the wire is tacked has small slots in the shape of an "a" cut under each hole to allow the flies to pass up on the inside of the wire screen over the edge of it and through the holes in the moulding. The wire covers two-thirds of the hole, leaving one-third for



the fly to pass through. The fly, it is claimed, instinctively crawls upward and seeks light. The slots in the top rail and the holes in the moulding make it appear open and light from the inside of the screen and the bottom of the moulding by shading the lower part of the slots makes it appear dark from the outside. Therefore, it is claimed the fly seeks light and goes out, yet will not return through these openings. The escape is being placed in the market by the G. A. Walker Mfg. Co., Kiowa, Kansas.

DANA POWER MACHINES.

The Dana Mfg. Co., Cincinnati, Ohio, are offering the trade a new electric power machine, combining an electric ice cream freezer, ice crusher, emery grinder, silver polisher, and buffer and shoe cleaner. It can also be used as an electric washing machine with any make of machine equipped with a fly wheel.

The company claim that the machine freezes ice cream and ices in a few moments, crushes ice to a uniform size, that the emery wheel will sharpen kitchen and butcher knives, hatchets, axes, etc., cleans and afterwards polishes shoes. The machine is made with six sizes of ice cream freezers. The gear frame and gears, the rim of the fly wheel, the pulley and the pulley supports are nickel plated. The ice crusher is galvanized inside and out. The machine may be connected up with an ordinary electric light socket.

Stoves, Furnaces and Accessories

Oil Heaters Should Now Be Featured

Before fires are lit in the fall, houses need to be heated up, and thus the oil heater is in demand —Methods adopted by various dealers for promoting sales.

Some retailers are already pushing the sale of coal oil heaters. This class of stove has become very popular during the past few years and there are very few hardware or stove stores in which you will not find a selection of coal oil heaters.

There are many cool evenings during the fall when a little heat is needed but the householder does not care to start a fire in the furnace or a large stove. On such an evening the oil heater is very convenient.

These heaters are made in several sizes and designs. They are attractive in appearance and take up very little room. They may be readily moved from one room to another and, if they are kept in good condition, there should not be an odor from them when they are burning.

Some customers appear to be afraid of the coal oil heater and labor under the delusion that there is considerable danger from explosions. Retailers meet these customers every day and sometimes experience difficulty in convincing them that, if the stove is a reliable make and is managed properly, there is no more danger in using it than in using a house lamp. The cost of fuel is reasonably low and a stove can be kept burning for several hours at a small cost. The initial cost of the stoves is also very reasonable and is well within the reach of every householder.

While there has been a large sale of this line of stoves in the towns and cities some dealers have worked up a large trade among the farmers. The farmer who is the possessor of a satisfactory oil-cooking stove is generally a ready purchaser of an oil heater. The sale of oil heaters does not affect the sale of other lines such as coal and wood ranges and heaters.

Very attractive window displays may be arranged with coal oil heaters. One dealer in a small town stated that he made a large number of sales last year through the medium of his show window.

He always had the stoves attractively arranged in the window and made good use of show cards with which he informed the public of the cost of operating, the absence of danger, sizes of rooms which could be heated, length of time necessary to heat a good sized room to a certain temperature and so on. He also stated that he carried new wicks in stock at all times and a customer could be supplied at any time. This is very important as the various styles of stoves require various styles of wicks, and if a customer finds that he is unable to obtain a new wick on account of his dealer not having them in stock, he is liable to be very much put out, especially if the weather is such that he requires a little heat in the house.

The small town dealer also stated that one stove was kept ready for demonstrating purposes. If a customer made an enquiry or if a salesman secured a prospect, he would immediately light the stove and let the customer or prospect see it in actual operation. The dealer found that by giving actual demonstrations it was much easier to close the sales than if the stove only were shown and no demonstration given.

Another dealer, this one in a good-sized city, stated that he found the newspapers very effective in bringing in enquiries for coal oil stoves. The dealer in question sells a large number of stoves and runs a cut of the line he handles, along with other hardware lines he is advertising. Occasionally he runs an ad. in which he features coal oil stoves only. In the special ads. he refers to the comfort obtainable on a cool evening by using an oil heater, the low cost of fuel for operating and many other good points found in a good heater. The ads. cause many enquiries and it is then up to himself and his salesmen to close the sales when the enquirers visit his store.

He makes it a point to have all his salesmen equipped with the information necessary to answer intelligently all the questions asked by customers. "It is really surprising," said he, "the number of questions that some customers will ask, and if you are unable to answer them promptly and intelligently, the customers appear to become doubters. It is, therefore, very necessary that a salesman should have a thorough knowledge of the selling points in the stove he is selling.

Another important point that should not be overlooked, is that the customer, making the purchase, should know exactly how to operate the stove. A purchaser without this information is liable to become dissatisfied with poor results attained from the stove caused by lack of knowledge regarding the operating methods.

PRIZE WINNING ESSAY.

The first prize in the "Advantages and conveniences of installing sliding doors in the modern home" contest conducted by the Richards-Wilcox Mfg. Co., Aurora, Ill., and the Richards-Wilcox Canadian Co., London, Ont., was awarded to Blanche Ayers, of Redkey, Ind. The amount of the prize was $50. Following is the article winning the first prize:

"The sliding door is more convenient, more artistic, and more durable than the ordinary swinging door, and also has advantages over the plain cased opening.

"A sliding door takes less space when open than the hinged door. When the door is open it is entirely out of the way, and the space which would be used for the door to swing back, can be otherwise utilized. The appearance of the room is also improved by having sliding doors, as the hinge doors when open are clumsy.

When a door is once hung with a good reliable hanger, and has a good, substantial track on which to run, there is no trouble with the door sagging. If any trouble arises it can be remedied by adjusting the hanger without taking down the door. A door on hinges, when out of plumb has to be taken off and refitted and rehung.

"The sliding door is more economical than the plain cased opening in the long run. There can be a saving in fuel, especially in houses heated by stoves. The opening can be closed and only closed up portion of the house heated. In cleaning one room can be cleaned without having to clean all the house if there are doors to close the openings. The sliding doors answer every purpose of the plain cased opening, and have the advantage of having doors that can be closed when desired.

Greenwood, B.C.—The Steelite Explosive Co. have purchased a site on Mill Creek, across the lake from New Denver, and will build a factory.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full Reports Dealing With Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

There is every indication of an early rush of fall business. The past week has shown a big increase in the demand for hardware lines and retailers are asking for early deliveries of fall goods. Retailers are more optimistic now than they have been for some time and many dealers who were rather backward in placing orders for supplies are now taking a more hopeful view of the situation and are purchasing in fairly large quantities for early delivery. Continued firmness is shown in the metal markets and several advances are reported in Montreal.

A large volume of business is expected this fall in the stove trade and prospects are much brighter now than they have been for some time. Retailers report that business is holding up well and with excellent crop reports from many sections of the country there is no reason why the fall trade should not reach an exceedingly high level. Quotations on the majority of hardware lines are firm.

The paint trade is busy and quotations are unchanged.

MONTREAL.

Montreal, Sept. 3.—Most interesting features in markets this week are the advance in metals. These are: Copper, ¾ cent; lead, ¼ cent, and tin, 2 cents. All metals hold quite firm, and, expecting even further advances, manufacturers are already predicting higher prices on such articles as depend on these metals.

Copper Up ¾ Cent.

This week copper advanced another ¾ cent per lb., so that now price quoted is $17.75 per 100 lbs. Dealers state that even at this price the margin is so small that any further advance on primary sources will necessite a corresponding advance here.

In London, ingot copper closed to-day at £72 12s 6d, which shows an advance of £2 12s 6d over price quoted week ago. New York shows a slight falling off on casting, to-day quoting $16.10, but on all markets prices are being firmly maintained.

Copper Sheets, Etc.

Copper market now stands at such a height that should any further advances be made manufacturers claim they will have to increase their prices on sheets, tubing, and all brass and copper goods, such as valves, cocks, etc. Chances for strike in Michigan copper mines reaching an early settlement are still slim, so that with high copper, such an advance would not appear far out of line.

Lead Up a Quarter.

Lead also shows an advance of ¼ cent per lb. to $5.75 per 100 lbs. on domestic and imported pig, and $6.00 on bar pig. At that dealers state the price is pretty close, and liable to see higher levels shortly. No change has been made in sheets this week, but if lead continues to go up, an advance will likely follow not only in sheets, but possibly in pipe also.

London closed firm to-day at £21, which is slightly higher than level struck week ago. St. Louis quotes $4.67½, so that firmness appears to prevail all round. Importers look for even higher prices yet.

Tin Advances 2 Cents.

Price quoted in Montreal to-day on ingot tin is $48 per 100 lbs., or an advance of 2 cents per lb. over price quoted last week.

As in lead and copper, this price is stated to be pretty close to actual cost, and with an advancing primary market may be expected to go up again before long.

London closed to-day at £197 10s on spot and £196 15s on futures, which shows quite an advance over last week. Firmness commenced about ten days ago has been ruling right through, so that firmness may still be expected to prevail.

Iron Firmer.

Shortage of pig iron on primary sources is again forcing markets up, and to-day London closed strong at £56. For immediate shipment it appears almost impossible to get supplies, and until October dealers do not hope to get in any great quantities. Thus prices are likely to hold firm till that time anyway, if not longer.

Spelter Unchanged.

Spelter continues to fluctuate around the £20 mark. To-day it closed at £20 1s, but shows little inclination either to rise or fall. Locally prices are being firmly maintained at $6.75 per 100 lbs.

Seasonable Goods.

All kinds of threshers' supplies are now moving quite freely. Prices on mitts, belting and laces may be found in accompanying panel.

Demand still continues heavy for all kinds of guns and ammunition. Through all parts of the country the organizing of gun clubs has been responsible for a large increase in demand, and as a result jobbers claim that so far this season has showed up better than any previous year. Orders now are mostly sorting, but even at that a heavy business is being done.

Skates and Hockey Sticks.

All over the country dealers are clamoring for delivery on skates and hockey sticks. A number of firms have already started, and before end of next week a great quantity of these should be moved out.

Advance in Clothes Pins.

A recent advance in common clothes pins brings the price up to 80 cents per 5-gross box. Spring clothes pins continue unchanged at 45 cents per gross, or 90 cents per case.

Stoves and Furnaces.

Throughout the East prospects for a heavy season in stoves and furnaces are exceptionally bright. With an average

MONTREAL PRICES ON THRESHERS' SUPPLIES

THRESHERS' MITTS—	
Common White Duck Gloves, per doz.	.85
White Duck Gauntlets, per doz.	1.10
Reinforced Gauntlets, per doz.	1.80
BELTING—	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
Lace leather, side	.85
Cut laces	.95

hay crop and butter and cheese industries booming there appears no reason why Quebec should cry of money tightness. In the Maritime, too, stove dealers report that business is going to be heavier than ever, and for such a state of affairs they have been carefully laying a solid foundation for some time. Only in the West are conditions reported as anything but favorable, and with the greatest crop on record now being successfully harvested, there is every reason to believe that an early clearing up will be noticed in the financial horizon.

TORONTO.

Toronto, Sept. 3.—A decided improvement has been shown in the hardware trade during the past week. The fall rush has started early, and jobbers are very busy. The retail trade are doing a nice trade with visitors this week. A large number of hardware and stove dealers have been visitors at the Canadian National Exhibition, and many of them have paid visits to the wholesale and manufacturing trade.

Stove manufacturers report that merchants have placed a large number of orders for stoves, and that many dealers who would not book a month or two ago are more optimistic, and are ordering freely. Retailers appear to be very optimistic regarding the fall trade, and a large volume of business is anticipated. A large number of stove firms have exhibits at the Exhibition. Furnaces, household goods and cooking utensils, washing machines, etc., also occupy considerable space among the exhibits. Booked orders for fall delivery are being sent out in large numbers, and in many lines they are equally as large as last year.

Quotations on sleigh bells, shaft chimes, etc., have been issued, and are slightly higher than last year. Quotations on other lines are unchanged and generally firm. There is no change in the metal markets; fair business is being done in small lots. Quotations remain the same as last week.

Copper is still quoted from $15.85 to $17.00; tin ranges from 44c to 45½c; lead, $5.85 to $6.00; ingot aluminum, 21c lb.; pattern aluminum, 23c lb.; solder, 27½c to 28½c lb. Traps and bends are still quoted at 40 per cent. discount. Lead pipe is quoted at 7½c, less 5 per cent.; lead waste pipe 9c, less 5 per cent.

Nails and Wire.

Wire nails are still being quoted at $2.20 base, with fair demand. Hay baling wire, No. 13, at $2.25; No. 14, at $2.30; No. 15, at $2.40; smooth steel wire, $2.20 base.

Stoves and Furnaces.

Business in the stove line is showing activity, and enquiries for stoves are numerous. A large number of booked orders have been shipped, and the balance will follow shortly. Many retailers who refused to book their orders one or two months ago are now more optimistic, and are ordering freely. There is a good demand for furnaces. Gas ranges are still selling in good numbers. The demand for coal oil heaters has started, and it is expected that there will be a big sale for this line during the fall. Several new makes are being offered to the trade. Many buildings are now in the last stages of completion, and this has created a good demand for heating appliances.

Fall Goods.

Fall lines are moving freely, and there is a good demand for guns, ammunition, threshers' supplies, etc. Roofing is also in excellent demand, and large quantities are being sent out. Quotations range from $1.10 to $3.50 per roll. Booked orders for axes, crosscut saws, handles, etc., are now being shipped. Leather and cotton mitts and gloves are also being ordered freely. The class of goods being ordered now would indicate that the retailers expect the fall rush to start early.

Electrical Appliances.

The sale of this line continues to grow rapidly, and hardware merchants are continually enlarging their stocks of electrical specialties. A large number of appliances have been exhibited at the Canadian National Exhibition. Vacuum cleaners were very much in evidence, as were other lines, such as electric irons, toasters, percolators, etc. Electric washing machines were also quite numerous.

Enamelware and Tinware.

The discounts on these lines remain unchanged. The demand is good, especially for enamel and aluminumware preserving utensils. Galvanized wares are also selling freely.

Builders' Hardware.

With the finishing touches being added to many new buildings, there comes the demand for finishing hardware. The demand, although not equal to that of last year, is very good, and a good quality of hardware is being asked for generally. During the past few years there has been a greater tendency on the part of retailers, especially in the smaller places, to sell a high grade of finishing hardware, with the result that many of the houses now being erected are being equipped with a better class of hardware than would have been used a few years ago.

Rope, Twine, Etc.

Quotations remain as shown in current quotations. The cost of raw material in the primary market is still very high. The demand for rope is not heavy at present, although it compares favorably with the demand of other years at this season.

WINNIPEG.

Winnipeg, Sept. 2.—J. H. Ashdown of the Ashdown Hardware Company, in discussing the present business situation with your correspondent, said: "Every thing is coming out all right. Our crop may now be considered as safe, every day of this splendid weather is putting things on a firmer foundation and I look for a very active fall and winter trade.

"The extreme conservatism of the past few months is giving way and country orders are on a more liberal scale. Collections up to June were very

CONDITIONS ARE GOOD.

Montreal, Sept. 3.—That Canada has nothing to fear financially, is the gist of the opinion as expressed by George Caverhill, of Caverhill, Learmont & Co., in an interview with Hardware and Metal to-day. Mr. Caverhill stated: "The banks have plenty of money to satisfy all demands for legitimate business, and I have yet to learn in Montreal of any merchant being refused money for the same. But to the speculator in stocks and lands, the banks have quite rightly shut down, and my only regret is that they did not do so six months before."

As to the future he continued: "It is not only the good crop in the North-West that is going to pull Canada through, but the staple condition which our manufactures enjoy, and, in addition, the farmers throughout the country. And what with hay crops, and butter and cheese industries in Quebec, there is no fear for Canada.

"During the last few years the West has been devoting attention almost solely to wheat and speculation. It is only natural, after such conditions have been prevailing for some years, that three or four months is not enough to straighten out the situation, but this crop will help some, and is certainly a good beginning. But on top of all there is no cause for any alarm."

The crop situation as seen by the cartoonist.

fair rather in excess of last year's as a matter of fact. Wholesalers and merchants have a good deal of money out now but credit has been well guarded and I don't think there will be much debt to carry over."

Mr. Ashdown smiled when he referred to "hard times talk" indulged in by some of the newcomers here. "Some of us," he said "have seen the real thing and have had no complaints to make about 1913 so far."

There is a satisfactory movement in all lines that go to make up fall trade. Guns, rifles and ammunition are having a big retail run just now. Builders' supplies are quiet.

In other lines such as stoves, paints and oils, etc., the quiet incident to harvest prevails. People in rural districts are too busy to attend to any thing else but immediate needs and city people are waiting to see what the new crop is likely to grade and how it will sell before making purchases, such a condition is quite wholesome and natural, but in two weeks the change will come. A few cool nights will at once put life into the stove trade, and they will also bring the annual demand for window glass and fall house cleaning specialties.

There need be no fear but what the West will have money to buy what it needs and needs are ever increasing. The luxuries of yesterday are necessities today.

FAIR CONDITIONS.

Cleveland, O., Sept. 4.—"The Iron Trade Review" to-day says: September opens in the iron and steel business in a very fair condition. Reports of different companies as to August business compared with July very considerably. Those of the Steel Corporation are uniformly optimistic, showing increase in specifications in buying, but some other companies are at the point where new business is extremely desirable, and there is a tendency in some cases to reduce prices on finished material. In spite of reports of shading the price of $2.50 on foundry coke, furnace operators in the Central West have been unable to buy at less than $2.50. This quotation has been firmly held for a number of weeks.

CANADA AND WELSH TINPLATES.

London, England.—Some of the Welsh tinplate manufacturers, it is reported, are contemplating the formation of a company for the erection of works in Canada. Last year Canada imported 1,209,878 cwt. of tinplates, of which 1,029,081 cwt. were supplied by the United States, and only 180,797 by Great Britain, and ever since 1900 the South Wales share of this trade has been continuously dropping, while that of the United States has been going up.

A local manufacturer of tinplates has stated to a representative of the South Wales Daily News some of the causes which, in his opinion, have brought about the present unsatisfactory state of affairs. One of them is high freights to Canada. Formerly these were 7s. 6d., and now they are 16s. 6d., and in addition the steamship companies insist on the boxes being hooped, which imposes a further tax on the manufacturers of this country. In the case of every other commodity comparable to tinplates there was a 5 per cent. preference duty which enabled South Wales to compete with the United States, but for some reason — probably an oversight—tinplates had been omitted from this arrangement. The Americans saw their opportunity, and were naturally attracted to this business, in which they had been highly successful. The Canadian anti-dumping law, it was explained, came automatically into operation when smelting works were started for the manufacture of tinplates in Canada, a duty being then placed on imports, which meant that the Americans could not sell below domestic prices. During that period 90 per cent. of the tinplates imported by Canada came from this country. In 1906, when the United States began seriously to compete with this country, the United Kingdom was sending two-thirds and they only one-third of the quantity, but when the Canadian works ceased to make tinplates the anti-dumping law let in the United States.

Methods of Retailing Paints and Varnishes

Increasing Trade in the Paint Department

Attractively arranged stock is a big asset — When customers can examine goods at first hand, increased business is the result — The department of the Soo Hardware Co.

There was a time when the spring was looked upon as being the only big paint selling season during the year. After the spring rush, activity in the paint department was relaxed and no great efforts were put forth to make paint a big seller during the other seasons. Of late years there has been a marked tendency to make ready mixed paint a good seller during all seasons of the year.

The greatest success has been achieved in making the fall a heavy paint selling season. There are dealers who have worked up such a large fall paint trade that it compares favorably with their spring trade. It is, of course, necessary to push the line and expend a little extra time and energy to produce such results. There are many good arguments well known to every dealer that may be used in persuading prospective purchasers to do their painting during the fall.

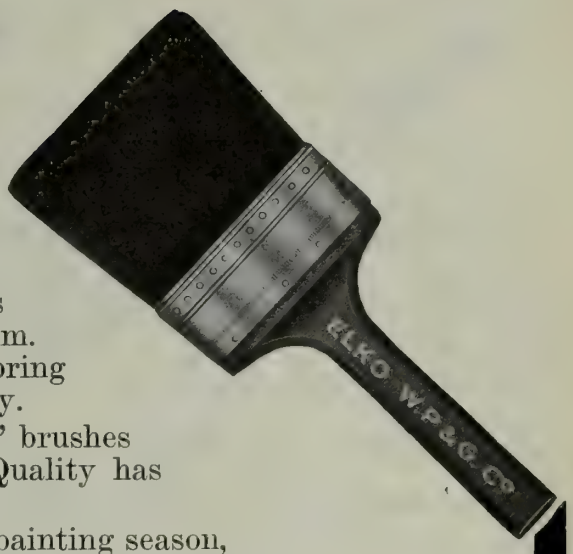
The cost of painting is not excessive when consideration is taken of the benefits derived and the insurance afforded buildings from the effects of the severe weather encountered during the late fall and winter season. While there is a large amount of outside work which can and should be done in the fall there is also a considerable amount of inside work to be done. The interior of many homes are always refinished or re-decorated in preparation for the winter months during which a large amount of time is spent in the home. There is a large demand for many lines, and for other lines a demand can be created. It is necessary, however, to be prepared to meet the demand and to be able to cater to the needs of the paint users.

One important essential is to have a complete and representative stock from which they may choose their needs and another is that the stock be attractively

(Continued on page 56.)

A view of the paint department of the Soo Hardware Co., Sault Ste. Marie.

BRUSHES



Sell a painter a poor brush, and **you should worry.**

That customer is gone for good, and any business that you ever hoped to get from him is gone with him. Sell a man a good brush and he'll come back, and bring with him any business that he can throw your way.

Experienced painters will always ask for Adams' brushes because they have always given satisfaction. Quality has made for them a name envied by others.

Now that the fall season is almost here, the ideal painting season, when the sun does not blister fresh paint, and when there is less dust flying, it will be in your best interests to be ready to supply your customers with the best brushes on the market.

Don't procrastinate. Let us help you replenish your stock of brushes **to-day.**

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, LTD.
CALGARY

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, LTD.
EDMONTON

BERRY BROTHERS VARNISHES

BERRY BROTHERS VARNISHES

AFTER 12 YEARS

This Berry-Finished Floor is Still Bright and Lustrous

Pittsburgh, Pa., March 4, 1913.

"Some 12 years ago the writer put down in his residence a hardwood floor and in finishing it used Berry Brothers' Liquid Granite. Three years ago we decided to refinish. A solution of soap, ammonia and warm water was used to prepare the floor. We found the soap and water had no effect on the varnish except to clean and brighten it. And we are now using the floor with the original finish of Berry Brothers' Varnish and still find it superior to any finish we have ever seen." George Hodgdon.

An architect is one of the severest varnish critics. He insists on good varnish—knowing good varnish is a necessary part of the "know how" of his profession.

In the experience of George Hodgdon **and thousands of other architects and users** throughout the land, Berry Brothers' Liquid Granite is superior in durability, lustre and all-round finishing value.

But it is not alone as floor finishes that Berry Brothers' varnishes excel. They are used for hundreds of different purposes.

55 years of honest making and honest service are back of every Berry Brothers' product. Berry Brothers' label is your guide to the varnish that will serve you best.

Our service department is also at your disposal in helping you determine whether the finish you are now getting can be improved or the cost reduced.

Here are four of our principal products:

Liquid Granite—A floor varnish whose name suggests its wonderful durability.

Luxeberry Wood Finish—For the finest rubbed or polished finish on interior wood work.

Luxeberry White Enamel—For white interior finishing. A white enamel that stays white.

Luxeberry Spar Varnish—For marine uses and all kinds of exposed outdoor finishing. Never turns white, checks nor cracks.

Use and specify "Berry Brothers'" varnish—for sale by nearly all dealers. Write for interesting literature on the varnish question.

BERRY BROTHERS

(Incorporated)

World's Largest Varnish Makers **Established 1858**
Factories:—Detroit; Walkerville, Ont. Branches:—New York, Boston, Philadelphia, Baltimore, Chicago, St. Louis, Cincinnati, San Francisco.

Weekly Market Report --- Paints

MONTREAL.

Montreal, Sept. 3.—Judging from prices it would appear that there was a tendency towards weakness in linseed oil this week. Flax seed in Winnipeg does not appear to justify these conditions, however, so that such dealers as have made no change in price claim that the move is due entirely to manipulation.

Apart from linseed oil, there is little interest in the markets. Business keeps good for season, and shows better prospects daily for again making a record this fall.

Linseed Oil.

Manipulation would appear the only reason for the decline to 62 and 65 cents made by some firms here yesterday. Those who refused to make the drop still quote 65 and 68 cents, the price quoted last week.

Flax seed in Winnipeg has been running up and down lately, but continues fairly firm on the whole. At any rate dealers claim that 65 and 68 is the truer representation of the exact situation as it now stands.

Turpentine Unchanged.

Turpentine continues to be quoted in Montreal at 56 and 57 cents per Imperial gallon in single barrel lots. Conditions in the south continue steady with tendency to firmness. An advance of 3c per gallon was recorded there yesterday, but with prices at present level dealers claim that 56 cents is all that turpentine is now worth laid down here.

White Lead.

White lead continues very firm. In Missouri the strike is still keeping lead up, and in Mexico the situation is still much the same as it has been for the past couple of weeks. At any rate there would appear no chance for cheaper lead, and though an advance may still be some distance off, things are tending in that direction.

Glass, Putty, Etc.

No further developments have taken place in putty and glass markets. Prices are being firmly maintained on both, and with season of heavy consumption now starting in are likely to continue firm.

TORONTO.

Toronto, Sept. 3.—There have been no changes in paint quotations during the past week. Business continues good for this season of the year and mail orders are being received in good numbers. A large number of retailers are in Toronto this week, visiting the Canadian National Exhibition and a large number have been visitors at the plants of the paint manufacturers. Fall trade is showing activity and the demand for glass and putty has picked up considerably during the week. Linseed oil prices are unchanged. Turpentine remains at the same price as last week. Lead is unchanged. There is a good demand for floor and linoleum varnishes. Flat colors for walls are also in good demand.

Turpentine.

Toronto dealers are still quoting 60c per Imperial gallon in single barrel lots; 59c per Imperial gallon in 2 to 4 barrel lots; 5 gallon lots 57c per gallon, with 50c additional added for can. There is a stronger feeling in the primary markets where turpentine has been advancing. Conditions in the southern market have been improved and the general opinion is that firmness will continue to prevail.

Linseed Oil.

No price change is reported although firmness has been shown in flax seed. Toronto quotations are as follows: — Raw linseed oil single barrels 64 cents per gallon; 3 to 5 barrels 63 cents per gallon; 6 to 9 barrels 62 cents per gallon. Boiled linseed oil single barrels 67 cents per gallon; 3 to 5 barrels 66 cents per gallon; 6 to 9 barrels 65 cents per gallon. The demand for oil at the present time is fair.

White Lead.

White lead is still quoted at 8.20 in ton lots and 8.40 in less than ton lots.

Putty, Glass, Etc.

Orders for glass and putty are coming in more freely, quotations remain unchanged. Standard putty is quoted in casks at 2.50 per 100 lbs.; 2.70 in 100 lb. drums; 3.00 in bladders. Glass remains at 15 per cent. discount.

Gasoline, Benzine, Etc.

Quotations on oils, gasoline, benzine, etc., remain unchanged at prices shown in current market quotations.

INCREASING TRADE IN THE PAINT DEPARTMENT.

(Continued from page 54.)

and conveniently displayed. A well arranged stock of paint impresses the customer with the fact that the firm pay attention to their paint department and should be able to handle all paint problems in a businesslike manner. If the paint stock is arranged in a disorderly manner, which causes delay when the salesman starts to look for the goods needed to fill the order, the customer is liable to receive a bad impression. When the stock is not conveniently arranged a large amount of time is lost in taking stock. It is also hard to tell without losing valuable time how much of a certain color you have on hand. With a well arranged stock it is only a matter of a few minutes to take stock and ascertain if the stock of any color is getting low. There is probably nothing more annoying to a paint purchaser than to find after selecting a color that there is not enough stock on hand to fill the order. A well arranged paint department is a great aid in making sales.

The accompanying illustration shows the paint department in the Soo Hardware Co., Sault Ste. Marie, Ont. It will be noted that the department is so arranged that customers are enabled to get a full view of the paint stock. The cans are all arranged in an orderly manner and the unbroken rows present a very fine appearance adding greatly to the attractiveness of the paint department. The absence of a counter makes it possible for customers to inspect the stock at close range.

Apology to Martin-Senour Co.

A regrettable mistake was made in the advertisement of the Martin-Senour Co. in last week's issue.

Hardware and Metal desires to apologise for the printers' errors, which completely distorted what would have been a well printed advertisement.

As it appeared in the paper this advertisement read:—

"Dealers — The men who give their customers the best value in paints and varnishes.

"Our fall advertising campaign now running in all the leading

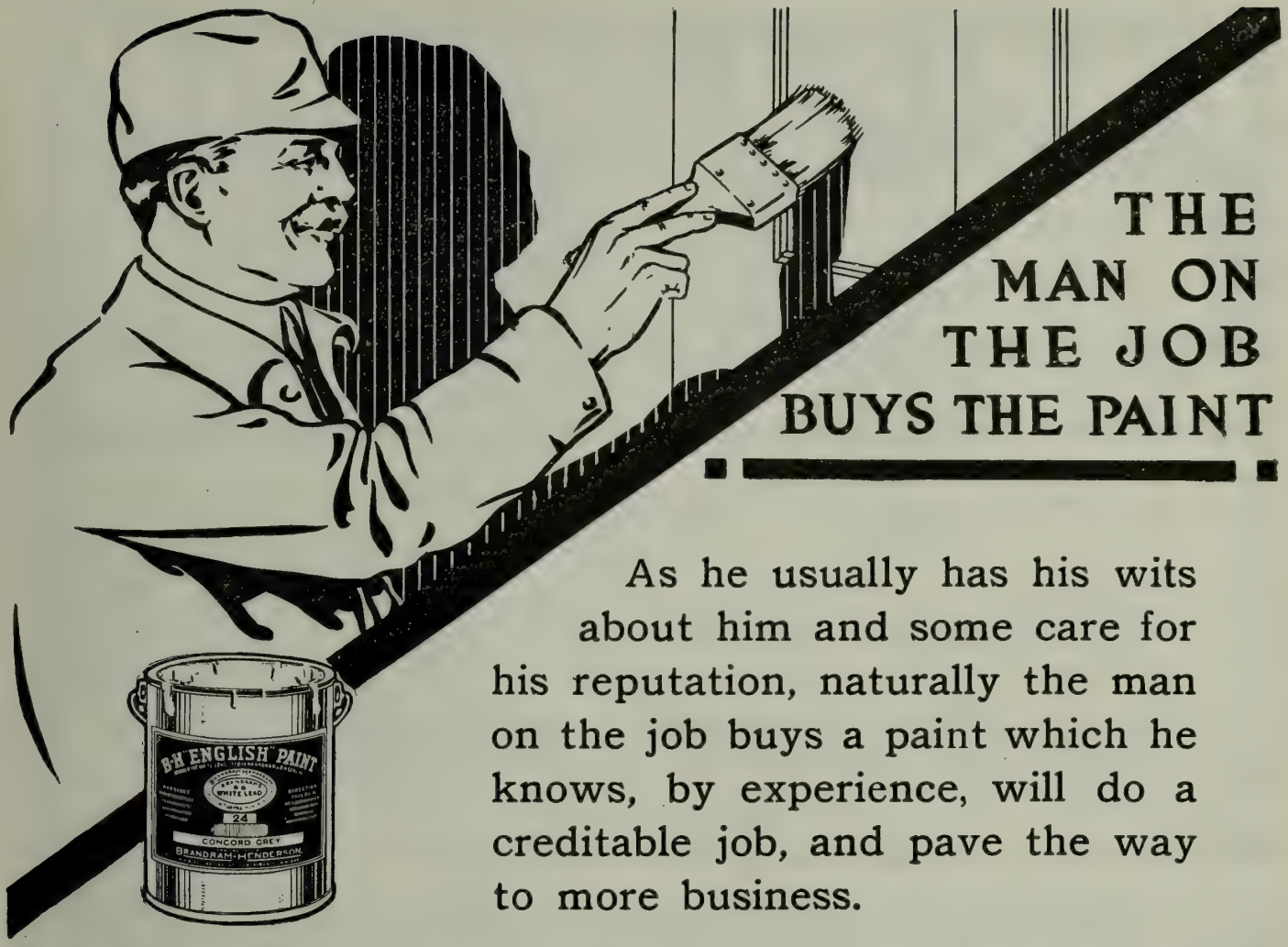
" Our full advertising campaign now running in all the leading magazines, etc."

This jumbled reading was due, of course, to typographical errors and the transposition of lines. It should have read as follows:—

"These finishes are sold only to Martin-Senour Dealers—100% Dealers—The men who give their customers the best value in Paint and Varnish.

"Our fall advertising campaign now running in all the leading magazines, etc."

Hardware and Metal regrets exceedingly that these errors should have crept in and desires to refer readers to page 59, where the advertisement appears in this issue in correct form.



THE MAN ON THE JOB BUYS THE PAINT

As he usually has his wits about him and some care for his reputation, naturally the man on the job buys a paint which he knows, by experience, will do a creditable job, and pave the way to more business.

B-H "ENGLISH" PAINT

excels in toughness, elasticity and uniformity, hence is the most durable and dependable paint you can offer. It owes these qualities largely to the fact that the white base contains a mixture of 70 per cent. Brandram's B. B. Genuine White Lead and 30 per cent. Pure White Zinc, a combination any paint expert will tell you cannot be matched as a basis for high grade paints.

This known superiority of **B-H "ENGLISH" PAINT** makes it the safest foundation upon which to build up a lasting trade, because it is absolutely sure to satisfy the user who, after all, is the final judge and who will buy in the future what has pleased him in the past.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb.$10 25 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

"Alonzo W. Spooner, Ltd."

Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.

Nicoluminam Grades, No. 1, 2, 3.

Babbitt Metal Grades, No. 1, 2, 3.

Prices, 6c—60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ⅛ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2½ "	12 25	11 00
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 80
" " 4 "	19 80	19 00

BRASS.

Spring sheets, up to 20 gauge	0 26
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal	Toronto
		Per 100 lb.
Casting ingot	17 75	17 00
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', insheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summerlee, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	.....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	3 10	3 00
All bright, 52 sheets	3 70	4 15

Galvanized—Apollo	D. Crown	Ordinary
18x24x52 4 45	4 45	4 75
60 4 70	4 70	5 00
20x28x80 8 90	8 90	9 50
20x28x80 9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 75	3 60	3 75
22-24	3 90	3 75	3 90
26	4 15	4 00	4 15
28	4 40	4 25	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Buttweld Pipe.

Size.	Black.	Galvd.
¼ in.	2 28	3 18
⅜ in.	2 28	3 18
½ in.	2 72	3 57
¾ in.	3 28	4 43
1 in.	4 85	6 55
1¼ in.	6 56	8 86
1½ in.	7 84	10 59
2 in.	10 55	14 25
2½ in.	16 67	22 52
3 in.	21 80	29 45
3½ in.	26 22	35 42
4 in.	31 07	41 97

Standard Lapweld Pipes.

Size.	Black.	Galvd.
2 in.	11 66	15 36
2½ in.	17 26	23 11
3 in.	22 57	30 22
3½ in.	27 14	36 34
4 in.	32 16	43 06
4½ in.	36 20	48 90
5 in.	42 18	56 98
6 in.	54 72	73 92
7 in.	80 92	109 50
8 in.	97 92	132 50
9 in.	117 30	162 20
10 in.	140 10	189 50
12 in.	172 40	238 30

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 75; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.

Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb	0 11½	0 11¼
Light copper & Bottoms.	0 10½	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 75	5 50
Imported pig, per 100 lbs.	5 75	5 50
Bar pig, 100 lbs.	6 00	5 85
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guarant'd.	0 28	0 28
Wiping	0 26	0 26

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb.	6 75	7 00

TIN AND TINPLATES.

	Montreal.	Toronto.
Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lbs.	48 00	47 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 58
Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

"Dominion Crown Best"—Double.

COATED, TISSUED.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

BRIGHT COKES.

Bessemer Steel—	
I C, 14x20 base	4 50
20x28, double box	9 00

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	8 25
I X, Terne Tin	9 75

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet bxs.)
XX, 14x60, 50 sheet bxs.) 7 50
XX, 14x65, 50 sheet bxs.)

TINNED SHEETS.

72x30 up to 24 gauge, case lots	8 50	....
72x30 up to 26 gauge, case lots	8 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.30. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Other sizes, 50 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and papernigs 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.

Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

MINERVA PAINTS

COVER BETTER

WEAR LONGER

THE BRAND OF QUALITY

Backed by the most forceful and original selling-helps ever devised, that increase dealers' profits.

Don't overlook the "Minerva" Proposition. Write for details.
All "Minerva" Specialties put up in Full Imperial Measure Cans.

Established 1834

PINCHIN, JOHNSON & CO., TORONTO
(CANADA), LIMITED.

SPIC AND SPAN

The Name is Fitting

The mere suggestion will bring about more painting, and of course, the use of a SPIC AND SPAN Finish means better painting, varnishing, staining and enameling.

These Finishes are sold only to MARTIN-SENOUR Dealers—100% Dealers—The men who give their customers the best value in Paints and Varnishes.

Our Fall Advertising Campaign, now running in all the leading magazines, periodicals and farm papers, will "liven up" the Paint Department of all Full Line MARTIN-SENOUR Dealers. Write for details.

THE MARTIN-SENOUR CO., Limited

CHICAGO MONTREAL WINNIPEG
HALIFAX TORONTO LINCOLN

ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion' 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits .... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger .... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track .... Special
Zenith 9 00
Atlas, steel covered 5 25 6 60
Perfect, No. 1 .... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 .... 10 00
New Milo, flexible 6 00
Double strap hangers, dozen sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 6 50
Sovereign 7 25
Chicago Friction, Oscillating and Big Twin angers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Per cent.
Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅜ and smaller..60 & 15
Carriage Bolts, 7-16 and up......55
Carriage Bolts, Norway Iron ($3 list) ....55 & 15
Machine Bolts, ⅜ and less......65 & 5
Machine Bolts, 7-16 and up.....57½
Plough Bolts ....55 & 5
Blank Bolts 57½
Bolt ends 57½
Sleigh Shoe Bolts, ⅜ and less.55 & 10
Sleigh Shoe Bolts, 7-16 and larger.50 & 5
Coach screw ....70 & 10
Nuts, square, all sizes ......4c per lb. off
Nuts, Hexagon, all sizes.4¼c per lb. off
Stove rids, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.... 0 95
O.K. Paper, No. 1, per roll...... 0 95
O.K. Paper, No. 2, per roll...... 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll. 0 62
Tarred Fibre, No. 2, 400 ft. roll. 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll......... 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt..... 2 00
Pitch, Boston or Sydney, 100 lbs. 0 85
Pitch, Scotch, per 100 lbs......... 0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 60 3 00

2 Ply Ready Roofing, per sq.... 0 75
3 Ply Ready Roofing, per sq..... 0 95
2 Ply Ready Roofing, per roll.... 1 15
3 Ply complete, per roll............ 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl.............. 4 50
Refined coal tar, per bbl.......... 5 00
Shingle Varnish, per bbl.......... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000. 23 00 28 00
" English 17 00 21 00
" American, low .. 23 00 25 00
" " high.. 27 50 31 00
Fire clay (Scotch), net ton.. .... 5 50
Fire clay (American), net ton 5 00 10 00

CHALK AND PENCILS.

Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr. 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 20
Bevel edge, 1 inch, doz............ 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in......... 2 50
" adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 50
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths........ 3 45
3 " " " 4 28
4 " " " 5 53
5 " " " 7 60
6 " " " 9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 per cent.
Copper tea and coffee pots, 40 per cent.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz.............. 5 25
Folding handles, 8 inch, doz........ 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft 3 02
10 " " " 3 31
12 " " " 3 88
15 " " " 5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

FILES AND RASPS. Per cent.

Disston's 75
Great Western American 75
Kearney and Foot, Arcade 75
J. Barton Smith, Eagle 75
McClellan Globe 75
Black Diamond 66⅔
Delta Files 60
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (English list).. 35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz. .... $ 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickery handle, lb lb............ 6.25
" straight claw, 1 lb., doz..... 7 00
Farriers hammers, 10 oz., doz...... 5 50
Tinners setting, ½ lb., doz....... 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over.. 0 06
Sledge, Napping, up to 2 lbs...... 0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross.... 8 00
" " ½-inch, per gross........ 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1½-inch, per doz. 5 20
Web 2 45

SISAL HALTERS (SNAP & RING).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12½ 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.
Can openers, per doz. 0 40 0 75
Mincing knives, per doz. 0 50 0 90
Potato mashers, wire, per d. 0 60 0 70
" wood, per doz. 0 50 0 80
Vegetable slicers, per doz.... .... 2 25
Universal meat chopper, No. 1 .... 1 15
Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32 .... 1 35 4 10
" " 100 to 103.. 1 35 2 00
Toasters, 50 per cent.
Fire shovels, 50.

Oil stoves and ovens, 50 and 10.

LADDERS, TRESTLES, ETC.

Step Ladders—
Shelf-lock .... 16c ft.
Ontario .... 16c ft.
Faultless ....20c ft.
Extra Heavy ....28c ft.
Hercules ....23c ft.
Decorator .... 18c and 20c ft.
Chair Ladders, each $1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20 ft., each $2.60
22 .... 2.86
24 .... 3.12
26 .... 3.38
28 .... 3.64
30 .... 3.80
32 .... 4.18
34 .... 5.10
36 .... 5.40
38 .... 5.70
40 .... 6.00
44 .... 7.48

(COMMON SINGLE LADDERS)

8 ft., each ....$ .80
10 ft. ,each 1.00
12 ft., each 1.20
14 ft., each 1.54
16 ft., each 1.76
18 ft., each 1.98
20 ft., each 2.40
22 ft., each 2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose .c per foot additional.

"Ready" Roofing and "Black Diamond" Tarred Felt

"Cyclone" and "Joliette" Building Papers

Every progressive dealer should sell these products. They produce a good profit, and are guaranteed to give perfect satisfaction.
They can be easily laid by an inexperienced hand.
Do not restock this kind of goods till you communicate with us and get full particulars. It will pay you.
We also manufacture a complete line of high grade **Wrapping Paper**, which sells at a low price.

Write to-day.

ALEX. McARTHUR & CO., Ltd., 82 McGILL STREET, MONTREAL

F. J. COX, Winnipeg, - Western Agent

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

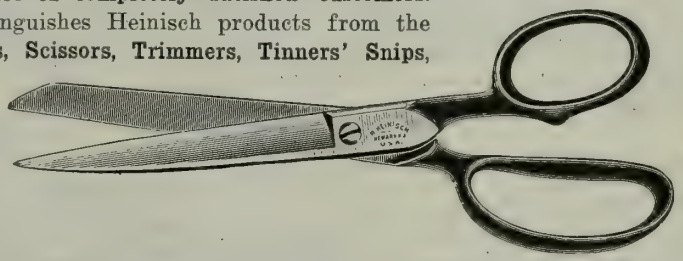
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

When Ordering From Your Jobber

Be Sure to Specify HEINISCH Trimmers

The **Quality** of **Heinisch** Goods is a positive assurance of **completely satisfied customers.** Our firm name is stamped on every article—it distinguishes Heinisch products from the ordinary kind—make sure it is on the **Tailors' Shears, Scissors, Trimmers, Tinners' Snips,** etc., that you stock.



R. HEINISCH'S SONS COMPANY
NEWARK, N.J., U.S.A.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture **Robertson Socket Head Wood Screws** and **High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.**

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

(PAINTERS TRESTLES).

6 ft., each .. ..$1.50 14 ft., each ..$4.20
8 ft., each .. .. 2.00 16 ft., each .. 4.80
10 ft., each .. .. 2.50 18 ft., each .. 5.40
12 ft., each .. .. 3.00 20 ft., each .. 6.00

LANTERNS.

No. 2 or 4, plain cold blast, doz. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz.......... 7 50
Brass well japanned, doz........... 9 25
All brass, doz........................ 24 00
Cold blast globes, doz............... 0 50
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft............. 0 13½
Corrugated, ¾ in., ft. 0 17
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from.......... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per do z.............. 1 20 1 50
Folding ironing boards 16 25 18 00

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen...... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap ....per gross 30 00
Indian snap .... " 25 00

RAZORS.

Per doz.
Boker's 7 50 11 00
Boker's King Cutter 11 30 14 40
Henckel's 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 33 1-3 per cent.
Edelweiss 16 00

ROPE AND TWINE.

Sisal rope 0 12
Pure Manila rope 0 17
"British" Manila 0 13
African hemp 0 13
Cotton, 3-16 inch and larger 0 27
Russia Deep Sea line, 7-16 and larger, 18c.
Jute, 7-15 and upwards, 10½c.
Lath yarn, single 0 11¼
Lath yarn, double 0 11¾
Sisel bed cord, 48 feet, per doz.. 0 72
Sisel bed cord, 60 feet, per doz.. 0 90
Sisel bed cord, 72 feet, per doz.. 1 08
Cotton clothes line, 18 per cent. off.
Bag, Russia twine, per lb. 0 27
Wrapping cotton, 3-ply twine.... 0 26
" " 4-ply twine...... 0 30
Mattress twine, per lb. 0 45
Staging twine, per lb. 0 35

BINDER TWINE.

650 ft., per lb. 0 12⅛
600 ft., per lb. 0 11
550 ft., per lb. 0 10
500 ft., per lb. 0 09½
5 ton lots, ⅛c lb. allowance.
10 ton lots, ¼c lb. allowance.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot , doz.... 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.. 2 20
Sectional, ½ lb. each, per 100 lbs.. 2 35
Solid, 3 to 30 lbs. 1 63

SASH CORD.

No. 3, per lb. 0 28½
Sash Chain, No. 2, hd. ft...... 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 20
Common doors, 2 or 3 panel, grained only, 4-in. style 8 40
Beaver window screens, 14 x 18, open 28½ inches 1 00
Perfection window screens, 14 x 15, open 22½ inches 1 30
Model window screens, 14 x 22, open 36½ inches 2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS.

Per cent.
Wood F.H., bright and steel.85 10 7½
" R.H., bright 80 10 7½
" F.H., brass 75 10 7½
" R.H., brass 70 10 7¼
" F.H., bronze 70 10 5
" R.H., bronze 65 10 5
Drive screws 65 10 5
Set, case hardened 60 10
Square cap ....50 and 05
Hexagon cap 45
Bench, wood, per doz. $5 00
Bench, iron, per doz. 4 25

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	.60	55 and 2½	45
Draining tools	.60	60	
Scoops	.50 and 5		45 and 5
Hollow backs and sand shovels	.60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 1 50
Eureka tinned steel, hooks, per 1,000 .... 8 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 .... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths...... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCTHE.

		Dozen		
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in...		2 50	3 10	3 50
Hindostan	per lb.	0 06		0 10
" Slip	"	0 18		0 20
" Axe	"	....		0 16
Deer Creek	"	....		0 10
Weerlick	"	....		0 25
" Axe	"	....		0 15
Oily White, 6 in., 7 in., 8in., doz.		6 00	6 60	7 60
Arkansas	"	....		1 50
Water-of-Ayr	"	....		0 10
Scythe	per gross	3 50		5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90 brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
Lufkins, steel, No. 264, 66 ft., ea. 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821... 1 95
Chesterman's Steel, No. 1840, 50 ft.. ....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps 0 60
Out O' Sight Rat Traps 1 20
Easy Set Mouse Traps 0 45
Easy Set Rat Traps 0 95
Blizzard Mouse Traps 0 45
Blizzard Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VACUUM CLEANERS.

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combination Cleaner...... 6 50
Cadillac Electric, Model C......... 18 00
Cadillac Electric, Model D......... 20 00

VISES.

Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz......... 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Velox 180 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3........ 85 00
20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz......... 47 50
Eze, 11 in., per doz. 51 75
Bicycle, 11 inch 59 25
Trojan, 12 inch 100 00
Favorite 511E 61 50
Unexcelled 1041E 75 50
Challenge 311E 54 00
Gem 141 .... 51 75
Sunlight 111 .... 44 50
20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 in.. 0 70
" " " 34 in.. 1 00
" " " 36 in.. 1 25
" " neckyokes, 36 in.. 1 25
" " doubletrees, 40 in.. 0 95
" " lumbermans, 44 in.. 0 95

WOOD HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ask fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes, oval and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent. Wrenches.
Agricultural, 67¾ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.......... 4 50
With rim, 18x28, per doz.......... 5 00
With rim, 20x30, per doz.......... 5 50
Without rim, 18x24, per doz...... 4 00
Without rim, 18x28, per doz...... 4 50
Without rim, 20x30, per doz...... 5 00

IRONING BOARDS.

Size 12x60 ins., per doz.......... 5 75
Size 14x60 ins., per doz.......... 6 25
Folding, 12x60 ins., per doz...... 15 00

SLEEVE BOARDS.

Basswood, stationary, doz........... 1 50
Folding, per doz. 3 50

WASH BOARDS.

Glass, doz. 3 25
Enamelled, doz. 4 50

CLOTHES BARS.

3 sections, 4 ft., doz............... 4 25
3 sections, 5 ft., doz............... 5 50
3 sections, 6 ft., doz............... 7 25

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz..... 12 00

CLOTHES PINS.

Common, 5 gross in box, per box 0 65
Spring clothes pins, per box........ 1 00

WOOD WASH TUBS.

Standard size, doz. ....

TUB AND WRINGER STANDS.

Folding frame, doz. 18 00

BENJAMIN MOORE & COMPANY, Limited

TORONTO, CANADA

MAKE

MURESCO, The best Wall Finish.

SANI-FLAT, The best Flat Oil Paint, Washable and non-poisonous.

MIXED PAINT, Moore's House Colors, second to none.

YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell, the MOORE Line and make more money with less investment.

1914 BRUSHES 1914

YOU want value when you buy brushes. The best values can only be offered by the largest buyers of brushes and you will readily concede this. We are the largest buyers of brushes in Canada and can give you the biggest values whether in Paint Brushes of any kind, Horse Brushes, Scrub Brushes, Cloth Brushes, Hair Brooms, etc. Our salesmen will be out early this fall and we feel it will be to your best interest to await their arrival. Let their samples prove our statements.

G. F. STEPHENS & COMPANY LIMITED
WINNIPEG and CALGARY

Jamieson's Varnishes

The Best of the good Varnishes

Concentrated Goodness in every can
We want you to try them

R. C. Jamieson & Co., Limited

Established 1858

Montreal Vancouver

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head i,ron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's per dozen	0 65	1 00
North Bros., No. 30, per doz		16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 79.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.60
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.00

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.		Per lb.
French medal		0 14
German common sheet		0 10
German prima		0 17
White pigsfoot		0 21
Brantford medal		0 10
" golden medal		0 11
" brown sheet		0 10
" Golden sheet		0 13
" Gelatine		0 22
" white gelatine		0 22
" white glue		0 12
" 100 flake	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL	0 11½
CL	0 12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb.	0 20½
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb.	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb.	0 23¼
In ½ lb. pkts., 100 lb. cs, lb.	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs	0 08¾

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)		1 60
"New Era" house paint (Windsor)		1 85
Benj. Moore Co.'s "Egyptian" Brand		1 50
Moore's pure linseed oil, H.C.		1 65
Brandram-Henderson's "English"		2 00
Ramsay's paints, pure		1 80
Ramsay's paints, Thistle		1 60
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co.		
Jamieson's Crown and Anchor brand		1 60
High Standard		2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.

Standard	Montreal	Toronto
Bulk, in casks	2 30	2 50
Bulk, 100 lb. drums	2 50	2 70
Bladders, in bbls.	2 80	3 00

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.	5 90	5 75
No. 1 kegs, per 100 lbs.	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15
U. S. Water White	.17	15½
U. S. Pratts Astral	.21½	17½
Castor Oil, per lb. in bbls.	8¼	8½
Black Oil, Summer	.12c	12c
Black Oil, Winter	.14	14
Cylinder Oil, Green	.35	35
Parafine Oil	.22	20
XXXX Machine	.22½	21
Benzine	.27½	24½
Motor Gasoline, in drums	.24½	24½
Motor gasoline	.27½	25
Pure turpentine, single bbls.	.56	60
Linseed Oil, raw, single barrels	.65	64
Linseed Oil, 3 to 5 bbls.	.64	63
Linseed Oil, 6 to 9 bbls.	.64	62
Linseed Oil, boiled— single bbls.	.68	67
3 to 5 bbls.	.67	66
6 to 9 bbls.	.66	65
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots	7.25	8.00

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps, brown japan	1 00
No. 1 brown japan	0 90
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 30
B.H. Ltd. "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal	Toronto
	Per 100 lbs.	
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure.	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 00
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 70 and 10 per cent.

BARB WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William, $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅜ and smaller, 60; 7-16 and larger, 50; machine, ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅜, 50½c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.50 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)	5 00	5 35
26G (eual 28 Amer.)	4 50	5 10
24G	4 25	4 65
22G	4 25	4 65
20G	4 15	4 55
18G	4 15	4 45
16G	4 00	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

50 per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8 ,44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal, 12¼; Pure Manila, 17¼; British Manila, 13¼c; lath yarn, 11½c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

SCREWS.

Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 68c; boiled, per gal., 71c.

TURPENTINE.

Per gal., barrel lots, 70c.

DRY COLORS.

White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.35 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

PUTTY.

Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

21½ cents per 112 lb.

DO YOU KNOW

That it is now possible to secure

A Paint

That has twice the covering power?
That will not blister?
That will not disintegrate or chalk off?
That will hold its color?
That works smoothly under the brush?
That contains Pure Linseed Oil only?

Better

Than other paints you are now buying

Also

An Absolutely Pure Red Lead in Linseed Oil

That is always ready for use.
That dries quickly without the use of driers.
That sheds water like a duck's back.
That is more economical.

Because

It does not harden or solidify.
It does not contain any adulterants.
It does not turn white after applying.
It does not disintegrate or chalk off.
It does not cost proportionately as much.

It Will Pay You To Investigate

For your own protection and benefit.
For your customers' protection and benefit.
For an opportunity to increase your business and profits.
For a better product at the same or better price.

Try it out yourself— Make your own tests and prove it

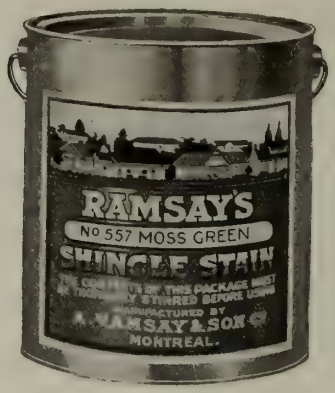
Nothing like it has ever been produced in our country

Write us for samples and particulars.

International Color & Chemical Co. of Ontario, Limited

BRIDGEBURG -:- -:- -:- ONTARIO

Reliable and energetic agents and dealers wanted.



RAMSAY'S SHINGLE STAINS

As a preservative Ramsay's Shingle Stains are the best that can be obtained.
Extremes of climate have no effect on their color.

For wearing qualities, tests have shown that they cannot be supressed.
See that your stock for Fall is complete and that you have a good supply of color cards on hand.

A. RAMSAY & SON, MONTREAL

PAINTMAKERS SINCE 1842

Highest Quality

STERLING PREPARED PAINTS

You never know what profit and demand really are till you have tried these paints.

Investigate Sterling Prepared Paints now!

Sterling paints cover much surface, are easily applied, and are very durable.

Canadian Oil Companies, Limited, - Toronto

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

The Fall is the Time to Boost the Profits from your paint department by going after business in special lines.

There are so many people in every town and village who are ready to brighten their homes with paints and varnishes before winter comes along, that the progressive dealer can do a profitable business in the CP finishes described below by taking advantage of the co-operation we have to offer him.

No matter what line of paint you sell, here are some CP products that you can handle to profitable advantage this Fall. We do not want simply to sell you a stock of these finishes, but we have organized a co-operative plan to bring people to your store to buy these products. With our co-operation you can make your Fall paint business a big success. Do not wait till someone else in your town takes advantage of our proposition, but write to us at once. The sooner you start this Fall Campaign the better you will be pleased.

Here are the CP finishes we will help you make money on during the next three months. Nearly every home has use for one or more of them.

SANITONE

An ideal finish for interior walls and ceilings. Sanitone is a durable oil-paint that drys with a flat, velvety finish which is becoming so popular in the artistic decoration of the modern home. Sanitone is a much more desirable wall covering than wall-paper, because it is absolutely sanitary and can be washed with soap and water without injury. It is very superior to water-paints; it does not rub off nor does it require renewing every year or so. Sanitone is made in twenty-four beautiful shades, most popular with expert decorators, and it can be applied on rough or smooth plaster, wall-board, canvas, metal walls and ceilings, and woodwork. It comes ready to use in quarts, half gallons, and gallons, and covers about 400 feet to the gallon, two coats, on average surfaces.

SUN VARNISH

This is a good general purpose varnish for use both inside and outside. It will meet practically every varnish need of your customers. With Sun Varnish on your shelves you simplify your buying and do away with the necessity of carrying a large and complicated line of varnishes. At this time of year nearly every household has use for a good durable varnish for touching up doors, porch ceilings, wagons, buggies, boats, or some of the hundred things about the place. You have a splendid opportunity to double your varnish sales this Fall with Sun Varnish. It is sold in ¼ pts., ½ pts., pints, quarts, half gallons and gallons.

SUN VARNISH STAIN

A permanent pigment stain combined with a durable varnish. There are many cheap lines on the market with fancy names, but this product is made of high quality materials, and will give your customers greater satisfaction and value for their money. Sun Varnish Stain gives a splendid finish and long wear on furniture and woodwork, and it can also be used on floors and the dozens of things around the house that depend on a varnish finish for a good appearance. It is made in imitation of all the popular hardwood effects, and is sold in the same sized cans as Sun Varnish.

SUN WATERPROOF FLOOR FINISH

A durable varnish made specially for floors. It will stand hard wear and is not harmed by water that often gets spilled on the floor. It is tough and elastic, does not turn white or show scratches or heel marks readily. Sun Waterproof Floor Finish can be used on all kinds of floors, except waxed finish. How many floors in your town need a coat of just such a varnish? Our plan will help you realize profits from this source.

The four finishes described above will make money for you this Fall if you accept our co-operation. Write us to-day for full particulars of our proposition; it will put you under no obligations whatever.

THE CANADA PAINT CO

LIMITED

PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
FACTORIES & OFFICES-MONTREAL-TORONTO &
WINNIPEG-OXIDE MINES-RED MILL-QUEBEC

MAPLE LEAF
M FINISHES THAT ENDURE L
QUALITY
PAINTS & VARNISHES

STRAIGHT PAINT TALK

about

Maple Leaf Paint and Fall Painting

FALL IS THE BEST TIME OF THE YEAR FOR PAINTING. It gives the consumer the best results. The paint gets a better hold on the lumber, wears longer, preserves better and protects against the winter's storms.

SO THAT THE FALL IS A GOOD TIME TO ENCOURAGE PAINT SALES. Especially if it's MAPLE LEAF PAINT. The crops are garnered, money is flowing, trade increases and people returning from their holidays turn their attention to fixing up their property for the winter.

IS YOUR PAINT DEPARTMENT PREPARED FOR A BRISK FALL DEMAND? If you have not already done so, sort over your paint shelves, you will be sure to find space for a quick selling quality brand of paint. The line to fill that bill would be the MAPLE LEAF.

"NOW" IS THE TIME TO DO IT. A well selected stock of MAPLE LEAF PAINTS and the promotion of the fall painting idea means more and better business business for YOU.

Our Maple Leaf Lecorative Aid Department

will outline a fall painting advertising campaign for you and co-operate with you in carrying it out.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

New Era Flat Wall Coating

IS AN EXCELLENT BUSINESS BUILDER

—every sale will lead to other sales.
It is easily applied, dries without gloss, imparts a soft, rich yet subdued and altogether restful effect to the eye.

SANITARY WASHABLE DURABLE

Can be washed with soap and water, after which it will show forth all the original freshness and beauty.

Results are equally good on walls or woodwork, as in either case tones soft and refined are obtained.

Send us a trial order at once. A big demand for flat wall colors always comes with the spring season.

Write for color cards and prices.

Standard Paint & Varnish Co., Limited
WINDSOR, ONTARIO

DOUGALL

SELL FIRST CLASS VARNISHES to build a FIRST CLASS TRADE

Send for 60 page book of selling points of the "Varnish That Lasts Longest."

The Dougall Varnish Company, Limited
MONTREAL
Associated with the Murphy Varnish Co., U.S.A.

VARNISH

Be the Fellow on the Bridge

USE the Bridge to Varnish Sales. Don't try to swim the strong current alone. Be a successful Pratt & Lambert Dealer, for whom the gulf between his store and big varnish sales is spanned by the Bridge of Pratt & Lambert Varnish Selling Co-operation.

What is this co-operation, you ask?

First, real quality varnishes — the world's best known varnishes, for which an even greater demand is continually being created by the largest and most effective magazine, varnish advertising campaign.

Second, the most extensive varnish advertising campaign to painters, through the Pratt & Lambert Painters' Magazine, *Varnish Talks*, which regularly reaches nearly one hundred thousand painters in the United States and Canada. The regular painters' papers also carry Pratt & Lambert advertisements.

Third, a special campaign to *everyone* who is building, through letters and booklets. Pratt & Lambert advertisement also appear in the home building publications.

Fourth, every Pratt & Lambert Dealer is supplied with forceful window and store display features — printed matter — newspaper electros and lantern slides — everything to enable him to cash in on all this advertising, which reaches every conceivable varnish selling channel.

And these are only *some* of the more important details. *You're not getting this kind of varnish selling co-operation unless you're a Pratt & Lambert Dealer. Why not be one?*

Write For Complete Pratt & Lambert Dealers' Proposition Now.

Pratt & Lambert-Inc., 24 Courtwright St., Bridgeburg, Ontario

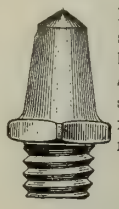
Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

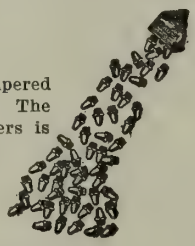
Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

Red Tip CALKS

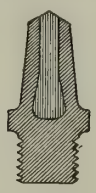
Let us tell you some of the reasons why RED TIP CALKS are rapid sellers and bring profit to the dealer.



MATERIAL—RED TIP CALKS are primarily a safety device and therefore there is no choice between them and cheap, unworthy substitutes. *Safety demands the best.* They are made by skilled labor, of the highest grade material, carefully analyzed and tested by schleroscope and are rigidly inspected before leaving the factory.



TEMPER—RED TIP CALKS are tempered exactly. There is no guess work about it. The heat being regulated by electric pyrometers is even and the last calks in the lot have the same temper as the first. Every box of 50 contains 50 *good* calks. Horse owners know this.



EFFICIENCY—RED TIP CALKS are made as here shown with a pin of high carbon steel inserted in an outer shell of softer metal. Time has shown that this is the only way to make a calk.

LABOR AND TIME SAVERS—RED TIP CALKS when worn down can be removed and a new set inserted in 20 minutes by the aid of a simple wrench, thus eliminating long waits at the Blacksmith Shop.

COST—RED TIP CALKS cost far less than the old-fashioned way of sharpening, besides putting the user in readiness to travel at all times.

CAN CHANGE IN TWENTY MINUTES.

PROFIT—RED TIP CALKS pay a large profit to the dealer. They are quick, easy sellers, being widely advertised and as widely esteemed.

GUARANTEE—RED TIP CALKS are guaranteed to be as represented. They are guaranteed to wear sharper and last longer than others. They are guaranteed to be perfect in thread and temper. We market no seconds under any brand.

Genuine Neverslip Calks have Red Tips. Beware of Imitations.

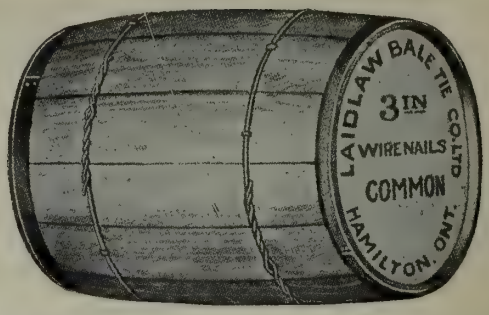
Neverslip Manufacturing Co.

FACTORIES:

New Brunswick, N.J., U.S.A. Montreal, Can.

Canadian Office: 559 Pius IX. Ave., Montreal.

If You Want to Handle



WIRE NAILS

OF SUPERIOR QUALITY CONSULT US AT ONCE

We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

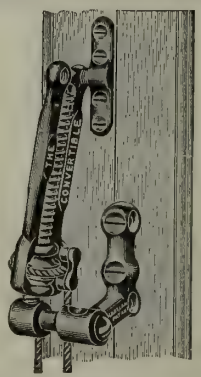
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple

Effective

Compact



1795 IRON
⅜ screw 4/-
½ " 6/6

1795 BRASS
⅜ screw 5/6
½ " 8/6

1797 GUN METAL
⅜ screw 6/6
½ " 10/6
each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

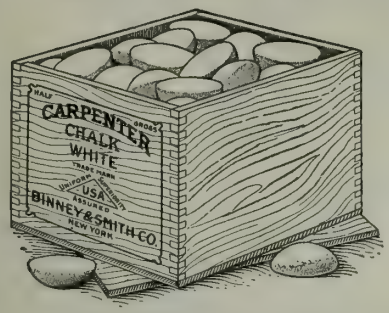
Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

CRAYONS FOR EVERY USE

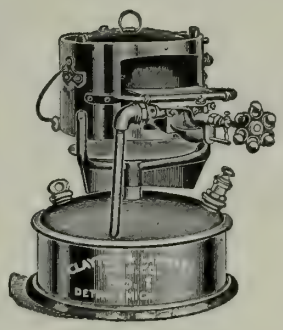


Mill Crayon,
School Chalk,
Lumber Crayon,
Railroad Crayon,
Carpenters' Chalk,
Wax Crayon.

BINNEY & SMITH CO.

81-83 Fulton Street NEW YORK

RESULTS COUNT

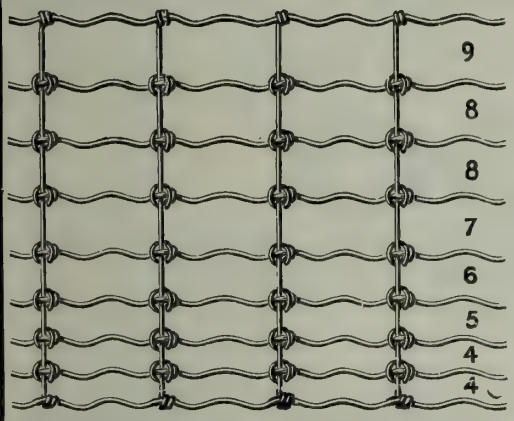


No. 1 Fire Pot
Price Each $7.80 Net

You can do your work in half the time and with a big saving in fuel by using C. & L. Fire Pots and Torches, and soon save their cost and many dollars besides. Up-to-date mechanics recognize the C. & L. Line to be superior to all others for the burners are made of special generator metal, producing greater heat, using less fuel. All torch tanks are made of heavy gauge seamless drawn brass, thoroughly braced.

All leading jobbers will supply at factory price. Send for catalog—it's free.

Clayton & Lambert Mfg. Co.
DETROIT, MICH., U.S.A.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The **"Monarch"** has the **best ring lock in Canada,** and **cannot slip or come loose.**

Do not lose a sale by being unable to supply a fence like this—send us a trial order NOW.

Write for catalog and prices.

OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

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CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery,
Pocket Knives,
Scissors, Razors,
Spoons and Forks

ESTABLISHED 1849

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Reputation gained by long years of vigorous, conscientious and successful work.

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We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARN-DOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MEYERS."

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GUELPH AXLE WORKS

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The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

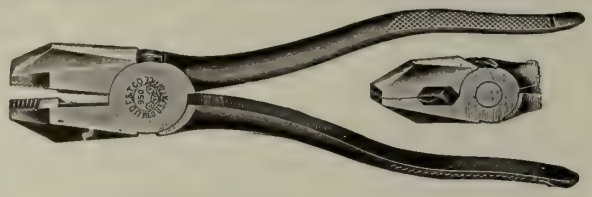
Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

"THE TRUE TEST OF A PLIER IS THE USE TEST"

Put them up against the wear and tear of every day use and abuse That's the test that has standardized Utica Nippers and Pliers. There's a reason why they don't fall down—always make good.



They not only have the stuff in them that satisfaction is made of, they are made by men who know how to make quality pliers. They fit the hand, and in its natural grasping postion, and they are finished in a finish that fits the eye, as the handle does the hand. The cutting edges are the acme of cutlery art.

May we send a catalog to you? A post card will bring it.

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UTICA DROP FORGE & TOOL COMPANY

UTICA, N.Y.

STANDARD CHAIN COMPANY

COIL., RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

The

Eagle Mop Wringer and Bucket

Made From The Very Best Materials

A Value Hard To Beat

You should be ready to supply this combination where customers call for a good mop wringer and bucket. It gives long service and does the work as it should be done.

It is certain to satisfy your most particular customers.

Write for our catalog on Woodenware, Brooms, Brushes, Willow Ware, etc.

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Canada's New Industry QUALITY Hack Saw Blades

Increase Your Profit

Send for Catalogue and Prices.

Perfected Point by Point and Cut Everything (Including Expenses)

Immediate Shipments

Made in Canada

CANADIAN QUALITY SAW & TOOL WORKS

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WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND, SOUTH AFRICAN, ETC., COLONIES

GUARANTEED FREE FROM ADMIXTURE OF GERMAN OR ANY OTHER FOREIGN DRY WHITE LEAD

ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

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WHITE LEAD CORRODERS

6 LAURENCE POUNTNEY HILL, CANNON STREET, LONDON

ESTABLISHED OVER 130 YEARS

To The Hardware Trade

Look over your stock and send your orders in NOW for

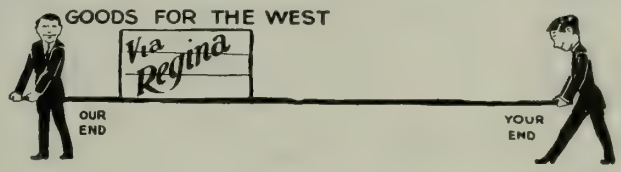
"Maple Leaf" Belting and Belt Dressing

so as to insure delivery within a reasonable time.

Manufactured only by the

Dominion Belting Co., Limited

HAMILTON - CANADA



Let Us Help You Carry Your Business West

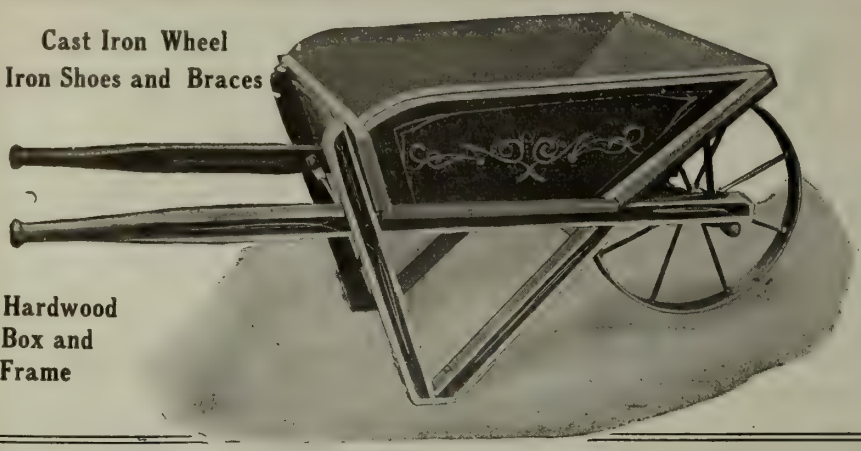
IT'S often a long stretch from you to your Western customer. How can you get goods out to him quickly and economically? Is that your problem? Assuredly, it costs less to ship twice than to ship once! Combine orders enough to make up a carload and bill this car to Regina, Regina is right in the center of a network of railways. Almost any place can be reached from there directly and quickly. Consign your car to us. We will open it, sort the various orders carefully, and re-ship by the best roads. You thus reduce the high freight charges on small, separate shipments to the short end of the journey, after having gained low car-load rates on the far greater part.

For quick delivery in the West we can hold a stock of your goods, sent out economically in carloads, and fill orders as received, by letter or wire, from your customers, your salesmen or yourself. Our charges are so reasonable you will find this way of carrying business West a most profitable one. We are in position to handle easily the heavier responsibilities of shipment which naturally come at the far end.

REGINA STORAGE AND FORWARDING COMPANY LIMITED REGINA

We have more to tell you when we have your address.

Cast Iron Wheel
Iron Shoes and Braces



Hardwood
Box and
Frame

This Quality Barrow

Will Bring You Excellent Results

Those desiring an easy running and strong barrow should get this one. It will give a service that customers expect, and be the means of bringing you other sales.

Try it and see for yourself.

Write to Dept. K.

The Schultz Bros. Co., Limited
BRANTFORD, ONTARIO

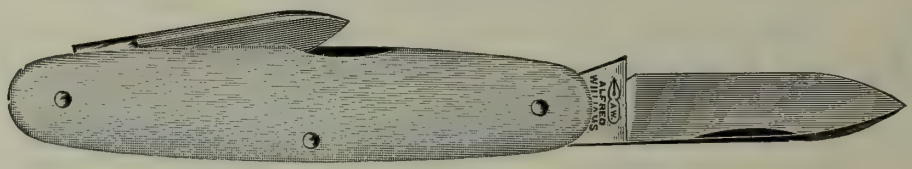
English and German Cutlery of the Highest Quality

A. Williams "Embro" and "Pen Nib" Guaranteed Brands

You will **reap** a splendid **profit** and give absolute **satisfaction** if you handle **these brands.**

Williams cutlery is excellent value.

Kastor & Morley "Clover Leaf" are two of the very best German brands, all fully guaranteed.



Be sure to ask your jobber for these goods—insist on getting them. For sale by wholesale hardware houses.

N. Kastor and W. H. Morley & Sons "Cloverleaf" Guaranteed Brands

"Cadillac" Quality and Efficiency Means Many Sales

We offer a very liberal discount to dealers—a discount which leaves you a large margin for profit. We guarantee satisfaction everywhere.

The "Cadillac" Vacuum Cleaner

Is a low-priced machine that is absolutely efficient and easily operated. Any woman or child can easily handle it—the total weight being only eight pounds.

Will give long service. **Fully guaranteed.** Several models, retail prices from $25.00 to $35.00.

Write for Circulars.

The "Cadillac" Vacuum Cleaner and Carpet Sweeper

This is a powerful, easily operated, light machine which is adapted to every need in the home.
Will last a life-time. No parts to get out of order.
Takes the place of the ordinary carpet sweeper and produces better results.
A number of styles, retail prices from $9.50 to $14.00.

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Manufacturers of High Grade Razors and Safety Razors

"DWARF" brand RAZORS

Will bring you satisfied customers. Made of the best English Crucible Steel—guaranteed hand forged and hand ground—very carefully tempered by special secret process ensuring highest results.

Write for our Catalogue.

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SOMETHING TO SELL
THAT SELLS ITSELF

THE WALDEN SAFETY PISTOL

A Real Pistol Firing Cartridges, BUT Absolutely Harmless

Invaluable for starting races, stage performances, frightening thieves, etc. Every traveller ought to carry one, and every home possess one. Thousands sold in Great Britain and all parts of the world. New in Canada.

Retail at prices from $1 to half that sum, according to quality and finish. Write in for prices per gross, or send $1 for sample pistol (carr. paid). Hallcross blank cartridges, 500, $1.

The WALDEN PISTOL is an ideal gift for any boy, being harmless. ALL BARK, BUT NO BITE!

We Want Active AGENTS in CANADA

HALL & CROSS Ltd., Chancery Lane, London, Eng.

Why buy the "Near" Brand when the "Best" is Procurable?

The L. Martin Co.

Old Standard, Eagle
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GERMANTOWN LAMP BLACK

IS THE BEST AND HAS BEEN FOR OVER SIXTY YEARS.

When we originated Germantown Lamp Black at our factory in Germantown, Philadelphia, we little realized that it would become the STANDARD of the Trade and that in order to market their Blacks every other manufacturer would have to use that name, or else make something better.

THINK IT OVER
FOUR FACTORIES

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The "Little Giant" Floor Scraper

Quickly Pays For Itself

It is built of the finest material on the simplest possible lines, and will last a lifetime.
Pays for itself in a very short time with the money it saves.
The principle of operation is similar to a hand scraper, while the capacity for work is greatly increased.
Sold under a guarantee to do better, faster and cheaper work than any other method.
It will pay you to get full particulars, as **every sale brings you a large profit**.
Write to-day for circulars.

Hurley Machine Co., Limited
Toronto, Ont.
Phone Parkdale 4148

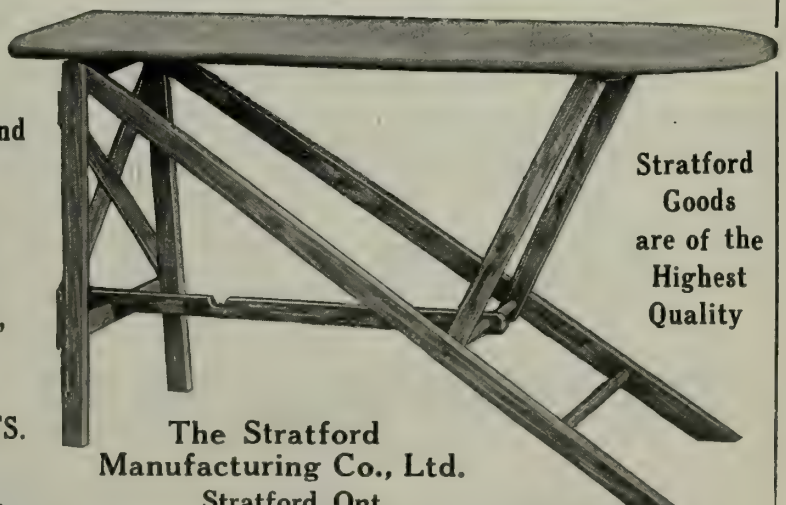
FORD

An Auger Bit You Can Depend on. Fully Warranted
FORD AUGER BIT CO. HOLYOKE, MASS.

Stratford Ironing Boards

Pay a Good Profit and Give Satisfaction

We also manufacture SLEEVE and BAKE BOARDS, CLOTHES DRYERS, LADDERS, LAWN SWINGS and SEATS.



Stratford Goods are of the Highest Quality

The Stratford Manufacturing Co., Ltd.
Stratford, Ont.

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REPRESENTED BY: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Maritime Provinces—J. H. Hanson, Tilley Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario — Roy E. Harris, Stratford.

94 Years of Supremacy

The first high-grade snips to be made on this side of the Atlantic.

The best and most widely used snips today.

Guaranteed by

P. S. & W. TRADE MARK TOOLS GUARANTEED

"The MARK of the MAKER"

This trade-mark is stamped on every P. S. & W. Guaranteed Hand-Tool. It is a warrant of manufacturing ability, experience and progress dating from 1819. It also identifies the largest line of mechanics' hand-tools offered by any maker.

The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

Calgary—J. H. Ashdown Hdwe. Co., Ltd.; Wood, Vallance & Adams, Ltd. **Hamilton**—Wood-Vallance, Ltd. **London**—G. H. Howden & Co., Ltd.; Hobbs Hdwe. Co., Ltd. **Montreal**—Caverhill & Learmont, Frothingham & Workman, Ltd.; L. H. Herberte & Cie, Lte.; Lewis Bros., Ltd. **Saskatoon**—J. H. Ashdown Hdwe. Co., Ltd. **Toronto**—H. S. Howland Sons & Co.; Kennedy Hdwe. Co., Ltd.; Rice, Lewis & Son, Ltd. **Winnipeg**—J. H. Ashdown Hdwe. Co.; Merrick-Anderson Co.; Miller-Morse Hdwe. Co., Ltd.; Wood, Vallance Co. Ltd.

Send for Hand-Tool catalog 12-B, listing and describing the complete line.

The Peck, Stow & Wilcox Co.

MFRS. of Mechanics' Hand-Tools, Tinsmiths' Machines, Builders' and General Hardware.
Established 1819
Address 29 Murray Street, New York, N. Y., U. S. A

Good Profits Assured

Best Construction
Easiest Running
Fastest Cutting

These are Three of the Reasons why You should Boost

El Starr Grinders

The Adjustable Cut Gears take up wear and lost motion. Consequently they will last twice as long as any other make.

These Grinders are dustless and noiseless, and have small pinions of **Hardened Steel.** They have convenient Adjustable Rests, Guides, etc.—**anyone can operate them successfully.** All parts are interchangeable. **The Grinding Wheels are the best made.** We have fifteen different sizes and styles for all purposes.

Our selling proposition will double your sales—ask us about it.

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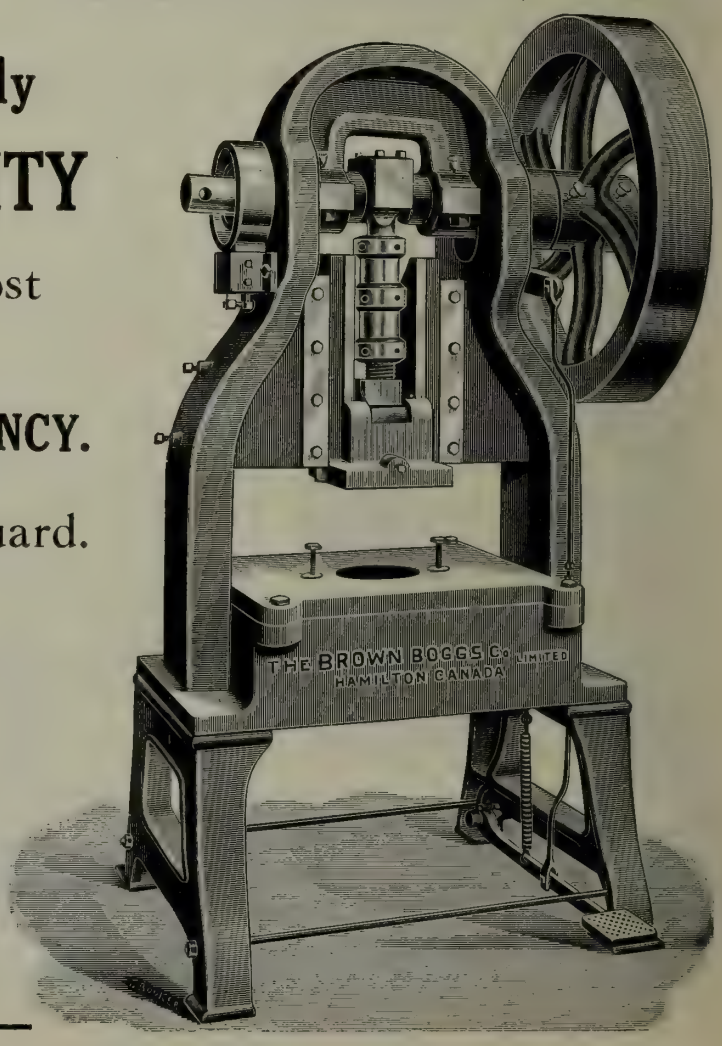
STRENGTH and RIGIDITY

MINIMIZING maintenance cost of both press and tools.

Every B.B. Press spells **EFFICIENCY.**

Our experience is your safeguard.

LET US QUOTE ON YOUR PRESS REQUIREMENTS.



The Brown Boggs Co.

LIMITED

HAMILTON, CANADA

Presses, Dies, Tinsmiths' and Sheet Metal Workers' Tools, Canning Machinery

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895.

Special Grand Prize

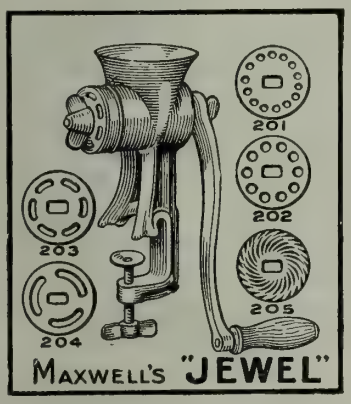
GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



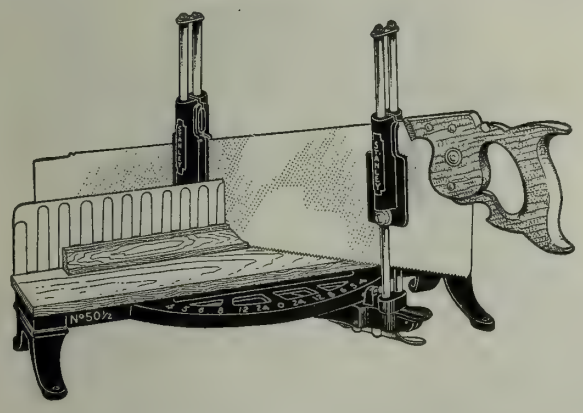
MAXWELL'S "JEWEL" FOOD CHOPPER

is a quick-cutting, smooth-working, thoroughly reliable Canadian-made machine at a price which makes sales easy.

Made in four sizes, with full equipment of cutting plates for every class of work.

Write for Catalogue of Maxwell Food-Cutters, Washers, Churns, etc., to

DAVID MAXWELL & SONS, St. Mary's, Ont.



Stanley Tools

No. 50½ MITRE BOX

This has a single piece Frame, both the base and the back of which are accurately machined.

The Saw Guide Uprights are steel rods and carry the Saw Guides in which the saw works. The Uprights, which are instantly removable, are adjustable.

The special feature of these Boxes is that any ordinary Panel Saw may be used in place of a Back Saw if desired. A strong and accurate tool at moderate price.

No. 50½ List Price each $5.50
No. 60½ with 20 in. Back Saw " " $7.50

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Sorby's Tools

TRADE MARK.

Garden Shears, Garden Sets of Tools, Forks, Trowels

LARGE STOCKS AT WINNIPEG

The GEO. H. SAYWELL CO., - - Winnipeg

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FOR THIS TRADE MARK

WARE M'F'G. CO. L'T'D. OAKVILLE PURE ALUMINIUM WARE

"OAKVILLE"

PURE ALUMINIUM COOKING UTENSILS

A new assortment of "OAKVILLE" PURE ALUMINIUM WARE is at your disposal this month. Don't let your stock run low.

WRITE US TO-DAY.

The Ware Manufacturing Co., Limited

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Western Distributors:

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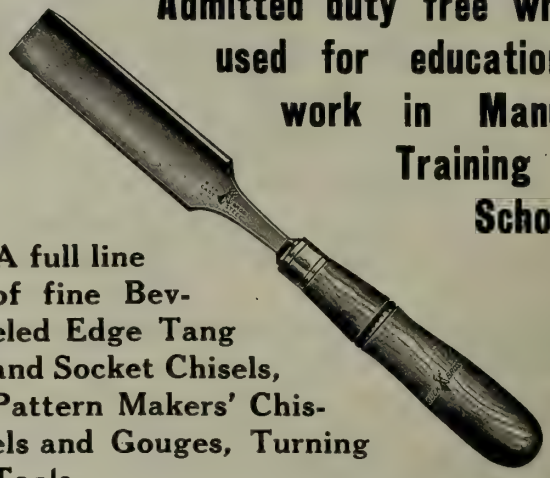
"WILL OUTWEAR ANY WARE"

THE WARE M'F'G. CO. L'T'D. OAKVILLE. ONT

Tools Stamped with the Buck's Head Admitted duty free when used for educational work in Manual Training Schools



A full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools.

The most complete assortment of Carving Tools to be found in the United States.

Send for our Catalogue.

BUCK BROTHERS

Millbury, - - Mass., U.S.A.

Those Who Know

Cane's Washboards

Always Specify Them

Because They are Right in Price and Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

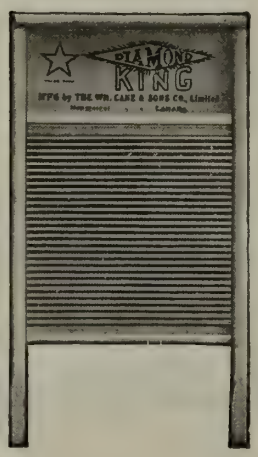
Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.

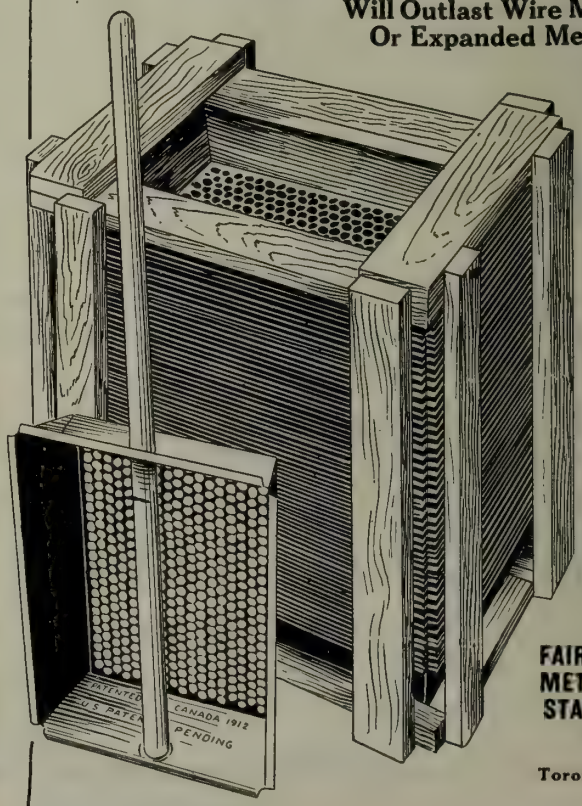
LIMITED

NEWMARKET, ONT.



Fairgrieve's Lightning Ash Sifter

Will Outlast Wire Mesh Or Expanded Metal



All Metal.

One Piece.

See your Jobber.

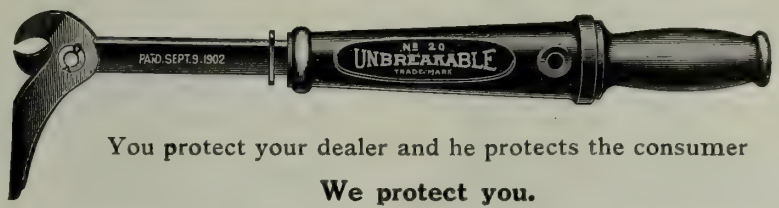
Good Profit.

FAIRGRIEVE METAL & STAMPING CO.

Toronto, Ont.

Figure it out for yourself whether it pays to handle a Strictly Guaranteed Nail Puller

The No. 20 Unbreakable is guaranteed for five years.



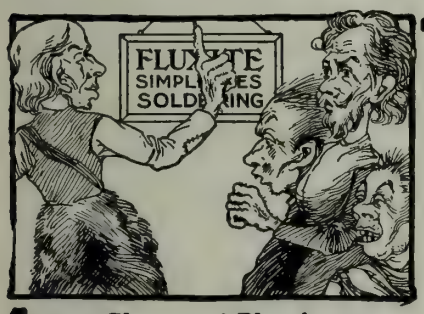
Write for circulars and prices.

You protect your dealer and he protects the consumer

We protect you.

The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn., U.S.A.

Canadian Representative: PRESCOTT W. ROBINSON, 288 St. Paul Street, Montreal, Canada



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics **will** have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.
Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

Made from the finest grade of Sheffield Crucible Cast Steel.
Highest quality as regards setting and keenness of edge.

SCHRAMBERGER UHRFEDERNFABRIK, G.m.b.H

Manufacturers of Safety Blades

SCHRAMBERG (WURTEMBERG) GERMANY

Representatives for Canada:
Hupfeld, Ludeking & Co., Montreal, 1 & 3 St. Helen St.

SELL

STILL'S

Pick, Sledge and Hammer Handles

The Quality Assures Satisfaction and Re-Orders

Made of first class hickory; well seasoned. Shaped and finished by experts.

Why not stock and boost these reliable handles now? They pay a good substantial profi

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"KLEIN TOOLS"

You can't beat 'em in utility, shape, style, weight, hang temper and dependibility.

That's our opinion—endorsed by that of thousands of linemen who depend on them for a dangerous living.

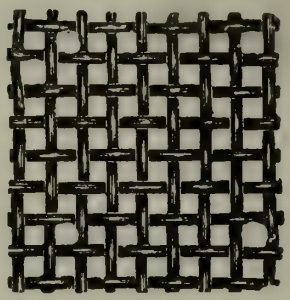
Our full line of linemen's tools is shown in Catalog. Get posted. Send for it.

MATHIAS KLEIN & SONS

CANAL STATION - CHICAGO, ILL.

Canada Wire & Iron Goods Co.

HAMILTON, CANADA



Manufacturers of **Double Crimped Wire Cloth and Wire Screening** for all purposes of Iron, Brass, Copper, Bronze, Galvanized and Tinned Wire, etc.

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

We also manufacture:—

Perforated Sheet Metals, Bank and Office Grilles and Ornamental Iron Work in all Finishes.

Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.

Have you a copy of our general catalogue on file?

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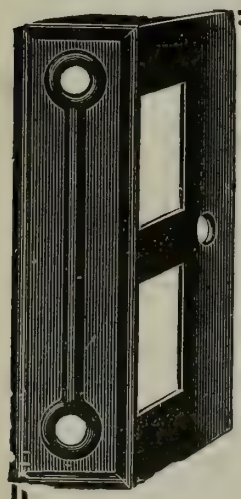
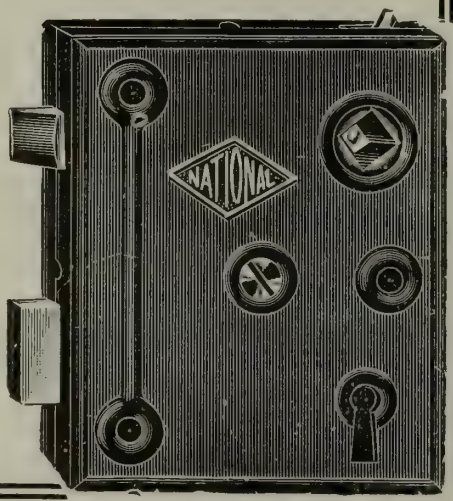


National Steel Rim Locks

STRONGEST AND SAFEST

Made of the highest quality steel, the "National" is the most durable rim lock made, and is the lock which perfectly satisfies modern requirements



Write us for particulars and prices

NATIONAL HARDWARE CO., Limited

ORILLIA, ONT. CANADA

Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit

This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

CHAIN

The James McKay Company
PITTSBURGH

Proof Coil Chain

B. B. Coil Chain

B. B. B. Coil Chain

Dredge Chain, etc. etc.

B. & S. H. THOMPSON & CO.
Limited

SALES AGENTS FOR CANADA

MONTREAL TORONTO WINNIPEG

Mr. Live Dealer–

MENDETS
A PATENT PATCH

will make you a good profit. It is the only device manufactured that will positively mend graniteware and hot water bags to stay mended.

5,000,000 in use.

Order from your jobber or write direct.

Collette Manufacturing Co.
Collingwood Ontario

One lock—but a Yale

Your customers are learning that security doesn't mean adding locks. It means getting a lock that affords security.

Sell them a Yale Cylinder Lock—one for each outside door. This lock needs no help in safeguarding a home. It is built for locking purposes—durable, accurately adjusted, easily operated with its own key, but absolutely proof against picking, forcing or breaking.

The long, clean record of Yale Cylinder Locks has won the confidence of home owners. This confidence is a selling force for you. Build your lock business by adding Yale customers.

The name Yale helps make the sale

YALE

Let us tell you more about how it works for you

Canadian Yale & Towne Limited
Makers of Yale Products in Canada:

Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

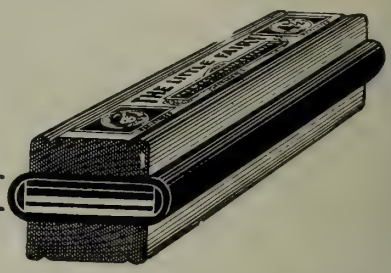
GALT, CANADA

THE KNIFE CLEANER

with the largest demand and sale of any Cleaner ever invented.

Special offer to Canadian buyers:

I will ship, free, Toronto, 2 gross of the Little Fairy Knife-cleaners, **Patented, for 8 dollars per gross, cash** on delivery.



A combination of felt and cork; it will clean, remove stains, sharpen, and will polish knives quicker and with a more brilliant, velvety polish than any machine, board or cleaner.

Samples with pleasure, or 2 dozen mailed on receipt of 1 dollar.

I am the largest manufacturer of Knife Cleaners in England, including The Wizard, The Sun and The Caly.

WILLIAM MACKAY

104 RENFREW STREET, GLASGOW

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout Six-Inch Stroke

This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR BIG FREE CATALOGUE

The Aylmer Pump & Scale Co., Limited

AYLMER, ONTARIO

Something Different in

GALVANIZED STEEL TANKS

No Hoops or Bands

By the introduction of an expensive machine we are able to produce this tank without a hoop or a band. We put two large beads in body which give it great strength. The top edge is folded over twice, making a very strong top.

On tanks 5 ft. dia. and 6 ft. high and larger we put an angle steel around top and one band in center between the two beads. These large beads increase the strength 3 times over, and make the tank very rigid.

Be able to supply your trade with this make of Steel Tank and you'll reap a good profit and give satisfaction.

Our prices to dealers will surprise you.

Write us to-day—our guarantee is your protection.

The Steel Trough & Machine Co.

Limited

TWEED, ONTARIO

GORDON & SON
Eburne, B.C.

J. H. ASHDOWN CO.
Winnipeg

RUBY LINES YOU SHOULD STOCK

We are prepared to prove they give satisfaction and draw trade

Ruby Flux Soldering Fluid for all Metals

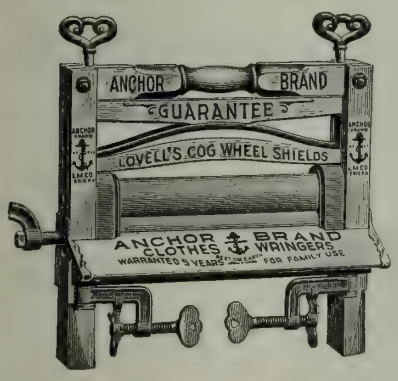
Red Letter Soldering Fluid for Tin only

Dust Oil Sweeping Compound (Barrels or Cases.)
Ruby Furniture Preservative.
Ruby Hardwood Finish Cleanser.
Ruby Auto Body Polish.
Ruby Silver Polish Powder.
Ruby Floor Oil.
Ruby Spray Oil.
Ruby Disinfectants.
Ruby Liquid Soaps.
Ruby Metal Polish.
Ruby Vermin Exterminator.
Liquid Soap Dispensers.
Floor Oilers.
Spraying Pumps.
Janitors' Supplies.
Sole Canadian Agents for J. Adams, Sheffield, Eng., Manufacturers of—
Furniture Polish.
Floor Polish.
Plate Powder.

Write for Samples.

THE CANADIAN RUBY CHEMICAL COMPANY, Limited

Office and Factory 744 Wall Street, Winnipeg



No More Rusty Screws

We now electro galvanize our pressure screws, clamp screws, and steel ball bearings. This positively prevents rust from forming on

"ANCHOR BRAND" WRINGERS

Remember that this electro galvanizing is done after the screw threads are cut. Remember that it is a thick, tight, tough coating that adds to appearance. Let us tell you all about "Anchor Brand" Wringers. Write for catalogue No. 7.

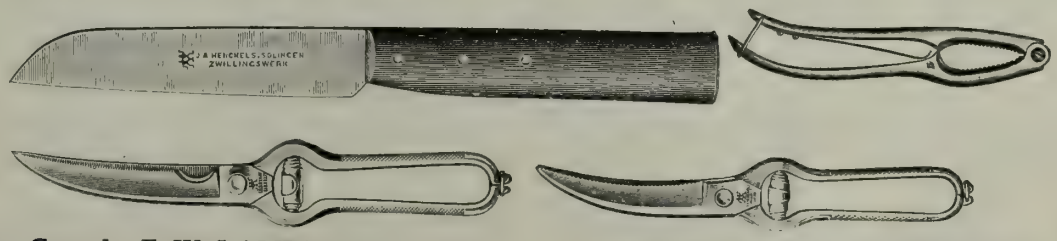
Lovell Mfg. Co.

Erie, Pennsylvania

J. A. HENCKELS

Twinworks Cutlery

None genuine without this trade mark



Sole Agents for Canada, F. W. LAMPLOUGH & CO. **Unity Building, MONTREAL**

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

By seeing that this exact mark is on each blade.

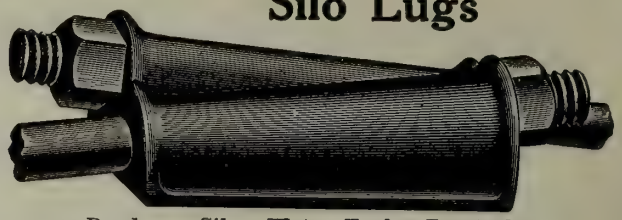
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Silo Lugs



Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

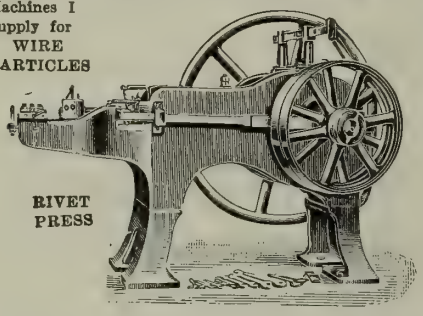
Otterville Mfg. Co'y., Limited

OTTERVILLE, ONTARIO

THIS MACHINERY FOR

IS ONE of the many kinds of Machines I supply for WIRE ARTICLES

DRAWING, NETTING, CRIMPING, CUTTING, WEAVING WIRE.



RIVET PRESS

Making Bolts, Coach Screws, Cotter Pins, Cut Nails and Tacks, Electric-welded Chain, Furniture Springs, Hinges, Hooks, Locks, Nails, Rivets, Screws Staples, Wire Nails, and Any other Article made from WIRE.

SEND FOR LISTS

ED. BRAND

Wire Machinery Specialist

96 Victoria Street, Westminster, S.W., London, Eng. Late of Manchester.

Cable Address: 'Wyrellous, London'

Code used: A.B.C., 5th ed.

It costs money to right a wrong.

WHY NOT USE

ARCTIC METAL

in your bearings and have no wrong to right.

Tallman's reputation is in the goods.

Tallman Brass & Metal Co.

HAMILTON, ONT.

A condensed ad. in this paper will bring results from all parts of Canada : : : :

The Daisy Ash Sifter

Assures Quick Sales

No dust when sifting, very easy to handle, and made from the very best material

The cheapest ash sifter on the market. **Sold by all leading jobbers. Price $7.80 a dozen.**

Manufactured by

SOREN BROS.

Toronto, Canada

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

The "THERMO" Poultry Fountain

PATENTS PENDING

In the "Thermo" are embodied the principles of the "dead air space" and the double walls. These worked out into a practical idea, make the Thermo Fountain.

After trying out several styles of fountain construction we are free to say: That the "Thermo" meets the demand for a non-freezing fountain.

Stock it now. Every poultry raiser should have one.

Manufactured by

WILL. H. COTTON

SALEM, NEW YORK

BEAR BRAND LAMP BLACKS

The Bear Brand is the only Germantown Lampblack

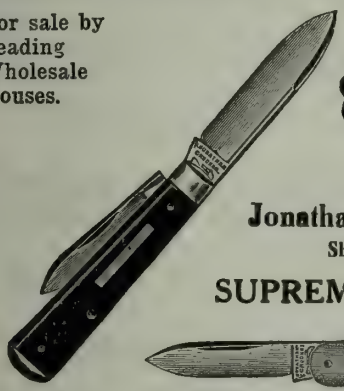
We are the Largest Producers and Shippers in the United States.

This Black is used by all consumers who are able to discriminate between a real lamp black and a substitute.

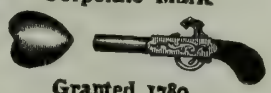
Wilckes Martin Wilckes Co., New York, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY

SILO RODS

COUPLINGS, DOWEL PINS, CONSTRUCTION BOLTS, and DRIFT SPIKES

Prompt Shipments

LONDON, CANADA

Natural Gas Goods

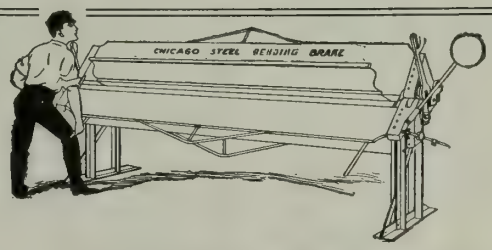
of every description

at

T. F. BERMINGHAM'S

20 John Street South

HAMILTON, ONT.



CHICAGO STEEL BENDING BRAKES

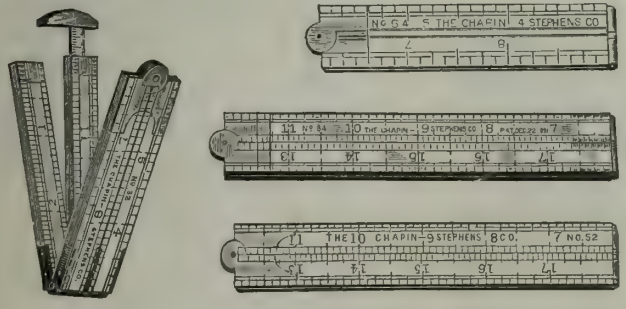
(Made in 200 sizes)

Best results with least effort. Purchasers delighted, not only with the construction of the machine, but also with the work it turns out.

Sheet Metal Workers would do well to obtain full information concerning these machines.

THE STEEL BENDING BRAKE WORKS, LTD.

CHATHAM, ONT.



Rules

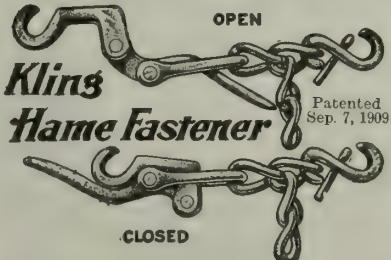
THE CHAPIN-STEPHENS CO.,

UNION FACTORY

PINE MEADOW, CONN., U.S.A

SMITH HARDWARE CO., LTD., Agents, MONTREAL, CANADA

Every Horse Owner Buys at Sight



The Kling Hame Fastener holds the hames tight and uniform at all times. A child or woman can hitch up as easily as a strong man. Only takes a second to put on or take off, yet the horse can never open it or break it. Lasts longer than the harness. Costs the dealer $2.25 per doz. Any jobber. Write for circular.

Look for "Kling" on the lever.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.

Sole manufacturers of the Klingsnap and Kling Hame Fastener

D. C. Ross & Co., 56 Colborne Street, Toronto, Ont., Canadian Distributing Agents.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

BABBITT METAL.

SPOONER'S No HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

CLIPPERS.

PRIEST'S CLIPPERS

THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.

Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

HINGES.

ATLAS STRAP HINGE

Guaranteed stronger than any other strap hinge made from basic wire of the best quality.
Japan finish. Large profit for you.
Write for Samples and Prices.
Atlas Mfg. Co., 121 Water St., New Haven, Conn.

A want ad. in this paper will bring replies from all parts of Canada.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
5½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal.

COAT HOOKS.

Ask your dealer for
GOLD COIN WIRE HAT and COAT HOOKS
Made only by
JAMES & REID, Perth, Ont.

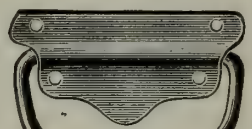
HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

LETTERS
White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Ghurch St., Toronto
NUMBERS

J. H. BUTLER, Limited.



Wolverhampton, Eng.

Manufacturers of Chest Handles, Spout Brackets, Steel Rakes, Kettle Ears, Rivets, and all kinds of fittings for Iron and Tin-plate workers' use. Wedges, Clips and all kinds of Wire Fencing.
Illustrated list on application.

HERCULES
SASH CORD

THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

BOLTS, RIVETS, WIRE & WIRE NAILS

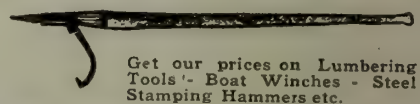
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

TENTS.

TENTS

We have a number of second-hand tents in stock which you could handle at a nice profit.
List sent on application.
Raymond Bros.
London, .:. .:. Ontario



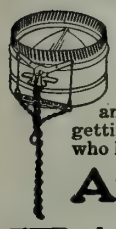
Get our prices on Lumbering Tools - Boat Winches - Steel Stamping Hammers etc.
ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

Quality SLEDS

That Pay A Good Profit
Before stocking up for the winter drop us a card for descriptive catalogue and full particulars on our line.
Write to-day.
Canadian Buffalo Sled Co.
Preston, Ont.

4 TONS SAVED
ON ONE SEASONS COAL BILL



No wonder Smith is mad while Jones, his next door neighbor wears "a smile that won't come off." Smith let his furnace "flicker" away and ate up more coal without getting any more heat than Jones, who had installed an

Arnold Damper
Automatic

A saving of $35 on a season's coal bill is worth considering. By the use of the ARNOLD DAMPER you are able to go away from the fire, leaving the damper to turn itself when the desired fire is obtained. You don't have to turn it on or off. You don't touch it. It just takes care of itself—Fits any pipe—No overheating—An even fire. Equally effective on stoves or furnaces, or if you burn wood, straw, hard or soft coal.

Sold Under A Binding Guarantee to save at least 25% of your coal bill or we will refund the purchase price after 60 days' trial.

Sold exclusively through dealers by
W. H. THORNE & CO., LTD., St. John,
In Maritime Provinces.
MARSHALL-WELLS CO., LTD., Winnipeg
In Western Canada.
LEWIS BROS., LTD., Montreal.
In Quebec and Eastern Ontario.
WOOD-VALLANCE & CO., Hamilton.
In Western Ontario.
Manufactured by Automatic Damper Co., Ltd., Winnipeg and Hamilton.

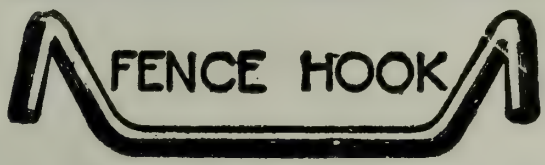
Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cu out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents. WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK
For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Pat. Nov. 10, 1908

BUILT IN TWO SIZES
Standard (14 Quart Pail)
Janitor (22 Quart Pail)

Trade Mark
The Bulldog MOP WRINGER AND BUCKET COMBINED

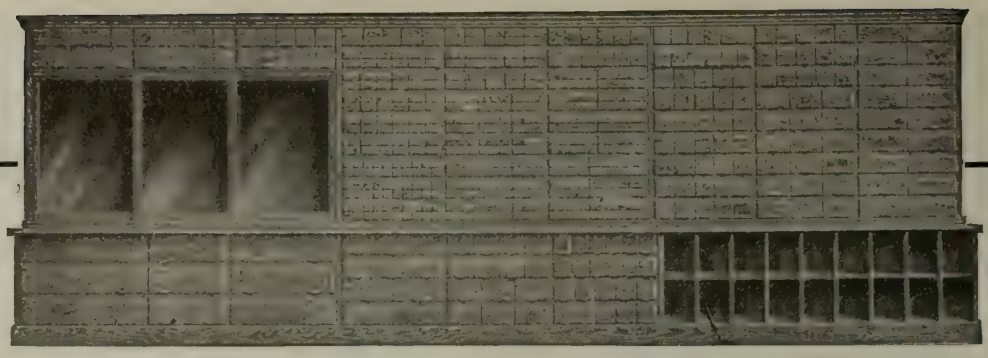
The Best Proposition, from every point of view, on the market to-day.
Cedar Pails, Malleable Castings, Maple Rolls and Springs of No. 7 Steel Wire.
Great pressure is obtained by our DOUBLE LEVERS. Tested and approved by the Good Housekeeping Institute conducted by Good Housekeeping Magazine.

Manufactured by **Sold by Jobbers**
The Bushnell Novelty Co., Mansfield, Ohio, U.S.A.
WRITE US (we do no travelling) and we will be pleased to quote you prices.

LONDON
High Grade
BAR IRON

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON - ONTARIO



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.
Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.
Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

Machinist and Carpenter Cases

35 styles to select from the house with a big stock. Prompt delivery and special attention given to Canadian shipments.

Pilliod Lumber Company
Swanton, Ohio, U.S.A.

ATKINS STERLING SAWS

Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont. **Branch: Vancouver, B.C.**

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

FOR SALE—A FIRSTS-CLASS HARDWARE business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

HARDWARE STOCK, STOVES AND TINware; a great opportunity; thirty thousand turnover; no dead stock; about ten thousand stock. Must be sold at once. 100 per cent. on dollar. J. E. YOUNG & CO., London, Ont. (31tf)

PLUMBING, TINSMITHING, STOVE AND hardware business for sale, in Grimsby village. Apply 752 King Street East, Hamilton, Ont. (36)

FOR SALE—A FIRST-CLASS STOVE AND tinsmithing business, established 30 years. Stock and tools, etc., about $1,800.00, with an annual turnover of about $12,000.00. Located in a first-class farming section, with natural gas and hydro power. Box 828, Hardware & Metal, Toronto. (33tf)

SITUATIONS VACANT

TRAVELLER WANTED—TO COVER EASTern Ontario with staple line. Must be active and good address. Apply, with references, Box 832, Hardware and Metal, Toronto. (37)

WANTED — MAN WITH PRACTICAL EXperience in plumbing and steamfitting trades. Must have good education and address. Spendid opportunity for man who can qualify. Box 768, Hardware and Metal, Toronto. (tf)

TRAVELLER WANTED—TO COVER EASTern Ontario with popular line cordage and binder twine. Must be active and good address. Apply, with references, Box 832, Hardware and Metal, Toronto. (37)

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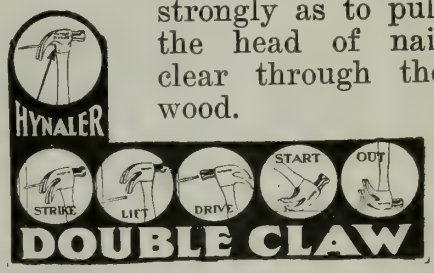

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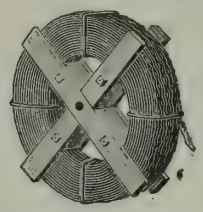

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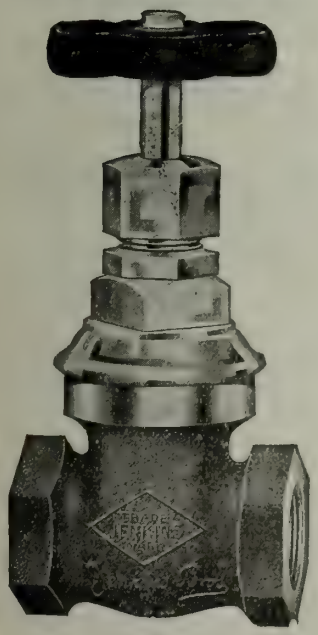

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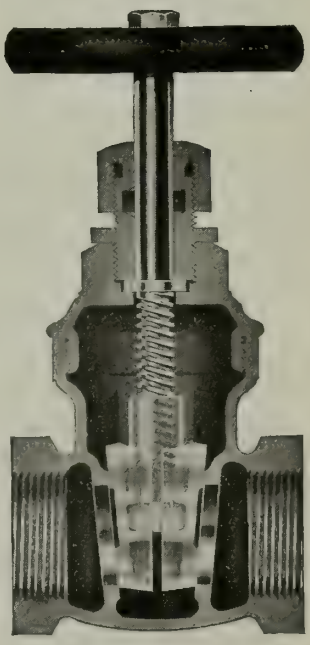

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Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Linseed Oils
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
Can. Buffalo Sled Co., Preston.
F E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Locks.
Hamilton Stove & Heater Co., Hamilton.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Manufacturers' Agents.
H. E. Johnson, Toronto.
McIntosh, H. F., & Co., Toronto.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.

Mats & Mattings—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Deforest Sheet & Tinplate Co., Niles, O
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

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Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

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The Bridgeport Hdw. Corp., Bridgeport, Conn.
Cowan & Britton, Limited, Gananoque.
Smith Hardware Co., Montreal.

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Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

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Cowan & Britton, Limited, Gananoque.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.

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Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

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Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Brideburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto
Pinchin Johnson Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

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Henderson & Richardsin, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

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Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

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Buck Bros., Milbury, Mass.

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Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.

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Simonds Hardware Co., St. Louis.

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Brantford Oven & Rack Co., Brantford.

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Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

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R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

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Canadian Fairbanks-Morse Co., Ltd., Montreal.

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Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

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Hamilton Stove & Heater Co., Hamilton.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Oneida Community, Ltd., Niagara Falls.
Simmons Hdw. Co., St. Louis, Mo.

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Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

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Gillette Safety Razor Co., Montreal.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

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McClary's, London.

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Dominion Register Co., Toronto.

Registers.
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Jas. Stewart Mfg. Co., Woodstock.

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Dominion Iron & Steel Co., Sydney, N.S.

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Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

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General Roofing Co., Winnipeg, Man.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
General Roofing Co., Winnipeg, Man.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
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Sad Irons.
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Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
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Berry Bros., Walkerville, Ont.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co. Ltd. Hamilton.

Snow Shovels
Can. Buffalo Sled Co., Preston.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

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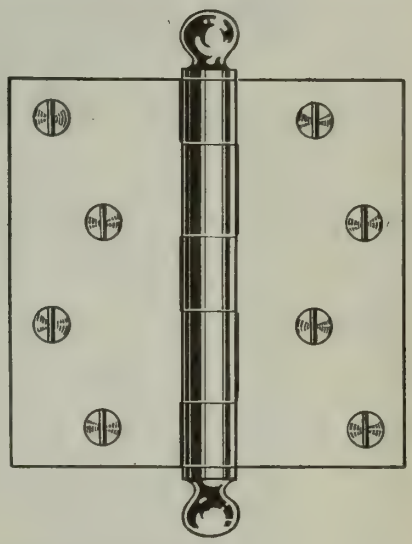

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B. Greening Wire Co., Ltd., Hamilton

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Steel Co. of Canada, Ltd., Hamilton.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton
Kuhne-Anderton Co., Port Hope.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery.
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Andrew Wire Works, Watford, Ont.

Wire Rope.
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on it.

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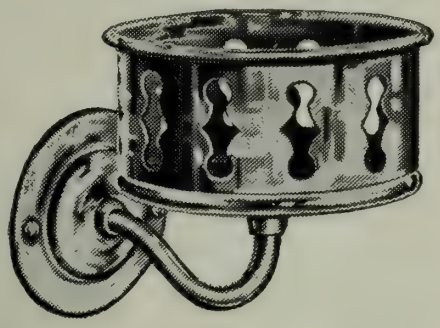


This cut illustrates one of our lower priced Tumbler Holders.
Twenty other Tumbler Holders shown in our catalogue.
We carry good stock, and can ship promptly.

MAY WE SERVE YOU?

Kinzinger, Bruce & Co., Ltd.
Niagara Falls, Canada

MAYMORE

CREMORNE BOLTS

IN
GREAT VARIETY
WRITE FOR
COMPLETE LINE
TO
THOMAS . W . KIRBY
YONGE ST ARCADE
TORONTO

S 7635 S 7633

MANUFACTURED BY
MAY & PADMORE LTD BIRMINGHAM ENG.

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

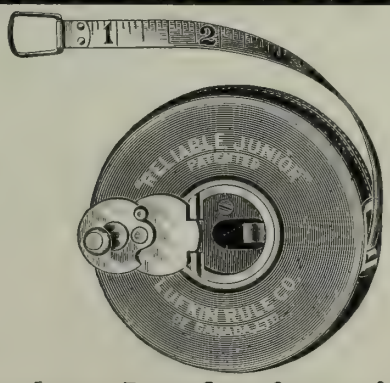
LUFKIN

Measuring Tapes and Rules

RECOGNIZED LEADERS OF THE FIELD

That's why practically every hardware house handles them.

THE DEMAND IS ALWAYS THE MEASURE OF AN ARTICLE'S POPULARITY.



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

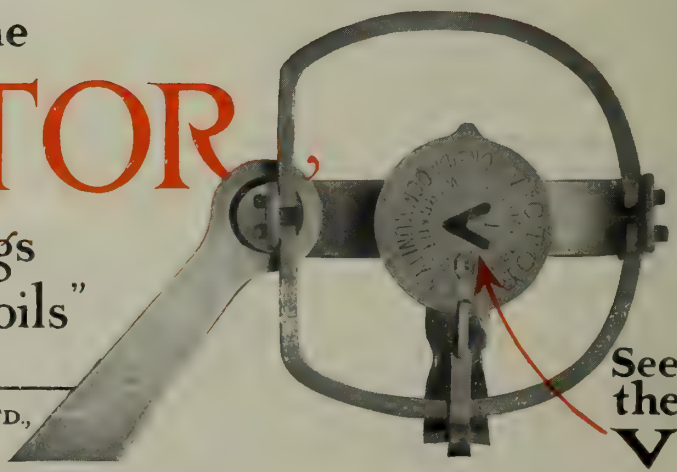
LUFKIN

Measuring Tapes and Rules

HAVE BEEN ON THE MARKET FOR YEARS AND SELL READILY BECAUSE THEY ARE WELL MADE TO SERVE A PURPOSE AND SERVE THAT PURPOSE WELL.

NOT MADE MERELY TO SELL.

"To the
VICTOR
belongs
the Spoils"



ONEIDA COMMUNITY, LTD.,
NIAGARA FALLS, ONT.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV. Publication Office: Toronto, Canada No. 37

September 13, 1913

There's a GOOD Job!

I used Amatite ROOFING

"NOW I have the best roof in this township. One that will last—one that's waterproof—one that will resist the hardest storms—and I didn't have a bit of trouble laying it."

That's about what every Amatite owner says. Its superiority over all other ready roofing is apparent to anyone who uses it.

Amatite does away with all roofing troubles and unnecessary expenses, because it is made with a real mineral surface that *needs no painting*. It is durable, fire retardant, practical, economical.

Don't buy any other roofing till you look up Amatite.

EVERJET ELASTIC PAINT

Save money by using this black paint wherever the color is no objection. Elastic, heat-proof, durable. Use it for "rubber" roofings and all exposed iron and wood.

The Paterson Mfg. Co., Limited

Montreal, Toronto, Winnipeg, Vancouver
St. John, N.B., Halifax, N.S., Sydney, N.S.

TRADE Gillette MARK

KNOWN THE WORLD OVER

You make a Good Friend when you sell a Gillette

"I want a razor," he says, as he steps up to your counter.

What do you do about it? Do you simply take his money for whatever razor happens to strike him as the cheapest? Or do you, as a real salesman, sell him the one he ought to buy—the razor that will give him by far the greatest satisfaction per dollar of cost—the Gillette Safety Razor?

Do this and you'll make a friend.

Whatever other razor he may have been using, the Gillette shave will prove so much quicker, cleaner and more comfortable that he will be more than pleased—he will be grateful to you for leading him to it.

Moreover, he will come back regularly for new blades—and come back pleased. Could you ask for a better opportunity to do business with him in other lines as well?

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

Gillette Safety Razor Co.
of Canada, Limited

Office and Factory: The New Gillette Building
MONTREAL

Belleville Design

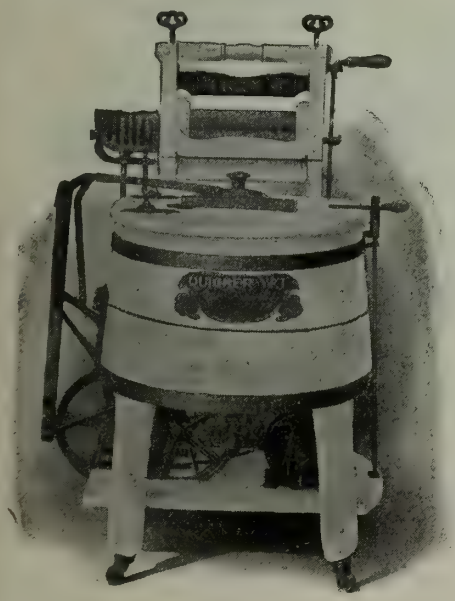
Made in

Wrought Brass Bronze and Steel

in complete sets

The Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, CAN.



Increase your Washing Machine business by getting the agency.

The Quicker Yet Electric Washer

Built for long and satisfactory service; comes ready for use, fully equipped with Guaranteed Reversible Wringer, Extension Drip Board and the best motor we can buy, and new, adjustable Dolly.

GLOBE MFG. CO., Perry, Iowa

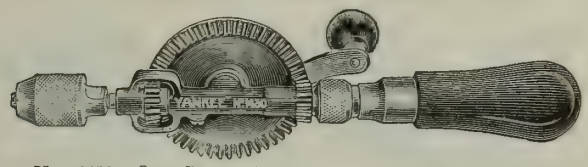
WESTERN REPRESENTATIVES:

MERRICK-ANDERSON CO., Winnipeg, Man., Canada
McLENNAN, McFEELY & CO., Limited, Wholesale Distributors, Vancouver, B.C.

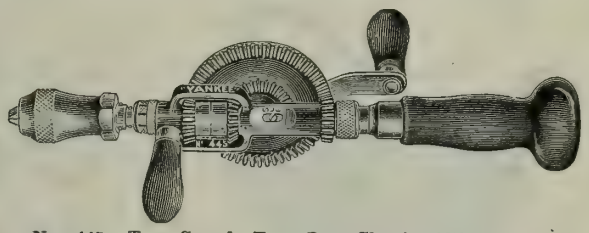
These New "YANKEES"

are built on the same lines as our 555 and others, but without the Double Ratchet, giving you a high-class "Yankee" Tool built for hard work and durability, at a lower price. All except the 1430 are equipped with two speeds, changeable instantly without removing Drill from the work. They are furnished with Breast Plate or Ball Handle and with two or three jaw chuck. Your "Yankee" line is incomplete without two or three of these styles.

"YANKEE" Plain Hand Drill

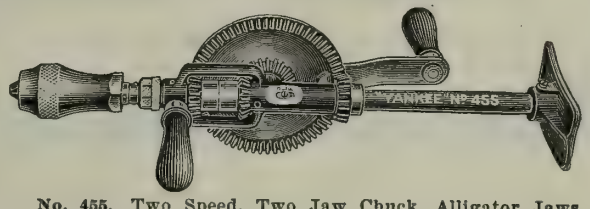


No. 1430. One Speed, Three Jaw Chuck, to hold round shank Drills up to 3-16 in. Large Gear 3⅛ in. diameter. Detachable wood handle, with magazine for Drill Points. Entire length 10½ in. Net weight 1¼ lbs.



No. 445. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, holds square shank Drills up to ½ in. Large Gear 4 in. in diameter. Detachable wood handle, with magazine for Drill Points. Entire length 15¾ in. Net weight 3½ lbs.

"YANKEE" Plain Breast Drill



No. 455. Two Speed, Two Jaw Chuck, Alligator Jaws, Drop Forged of Steel, hold square shank drills up to ½ in. Large Gear 5 in. diameter. Entire length 17¼ in. Net weight 5½ lbs.

Your Jobber Will Supply You.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

What Motor Trucks Can Do For The Hardware Dealer

Mack Truck used by Lariviere Incorporee. Hardware Dealers, Montreal.

The motor truck will enable you to deliver goods over a much larger area than is possible with horse and wagon Expanding your area expands your business.

A large number of your orders are received over the the telephone. With the motor truck these orders can be given prompt attention and sent out C.O.D. Your customers will appreciate this ready service.

The motor truck will enable you to send to the wholesale house for goods that are wanted in a hurry and which are needed before the wholesaler can make delivery.

The motor truck will not require your attention on Sundays or holidays.

We are sales agents for the leading gasoline motor truck of the world—MACK.

Let us make a study of your business and recommend the kind of truck you should have, type of body, capacity, etc. If, after an investigation, we find it would not be profitable for you to operate a truck, we will not attempt to sell you one. Give us a chance to tell you about the Mack.

Ask us for Facts and Figures

The Canadian Fairbanks-Morse Co., Limited

St. John Quebec Montreal Ottawa Toronto Winnipeg Saskatoon Calgary Vancouver

STANDARD Open Galvanized

S.M.P. COAL HODS

PRICES ON APPLICATION

STANDARD Funnel Japanned .

GALVANIZED	Sizes — Inches			
Standard—Open	16	17	18	..
Standard—Funnel	..	17	..	..
Daisy—Open	..	17	..	..
English Pattern	..	17	..	..
Furnace—Open	..	..	..	20

JAPANNED	Sizes—Inches			
Plain or Gold Band—Open	16	17	18	..
Gold Band or Extra Finish—Funnel.	..	17	..	..
Daisy—Open, Plain or Gold Band....	..	17	..	..
Covered—Extra Finish	..	17	..	..
Furnace—Open	..	..	..	20
Helmet, Gold Band or Extra Finish..	..	17	..	..

Galvanized and Japanned Coal Hods that are made to meet the requirements of the trade. Our Galvanized Coal Hods are strong and substantially made from heavy iron, with an extra heavy and perfectly even surface of galvanizing. Our Japanned Ware embodies in itself the durability of iron with a heavy, rich, black finish, derived from perfect and up-to-date Japanning.

THE SHEET METAL PRODUCTS CO.

of Canada SUCCESSORS TO Limited

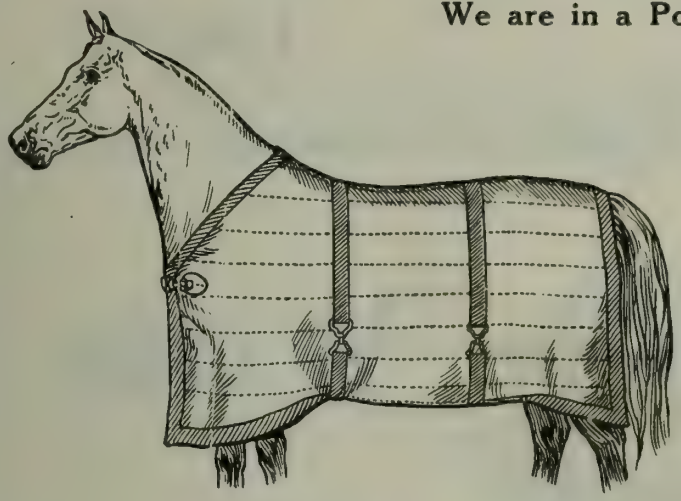
Kemp Manufacturing Co.

Montreal TORONTO Winnipeg

Now is the Time to Buy

HORSE BLANKETS SLEIGH BELLS CARRIAGE HEATERS

We are in a Position to Supply Your Every Need



HORSE BLANKETS

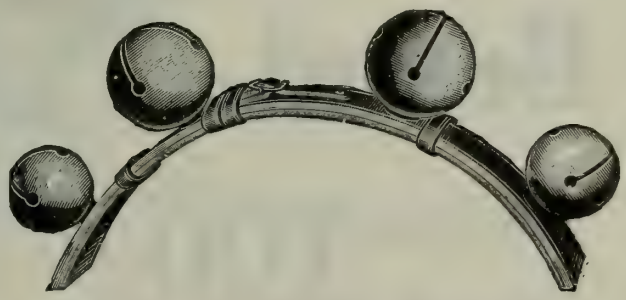
Winsor Kerseys, Jute Blankets, Cotton Ducks

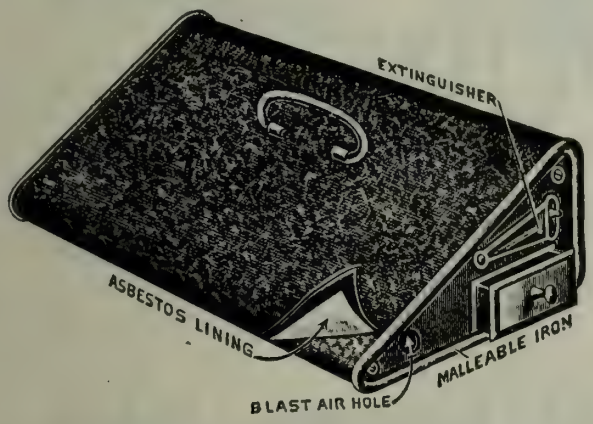
Our line of Horse Blankets is complete in every detail, comprising all styles and sizes, and is made up from **our own specifications** as to material, weight and workmanship, with the view of supplying the very best goods made.

SLEIGH BELLS

Our Line of Sleigh Bells covers every pattern of Bell and every style of strap or chime.

We want you to have our salesman show you what our line comprises.





You are surely missing a good, profitable business if you odn't carry this Heater and Coal.

IDEAL CARRIAGE HEATERS

Positively Smokeless and Odorless.

The most perfect heating device ever made in Carriage Heaters. **The most economical.**

Our sales of the Ideal Heater are very large and increasing each succeeding year.

PETTY COAL

is the proper fuel for use with Ideal Heaters.

We would call your especial attention to our **two new** whip assortments:

GOLD COIN, containing 5½ dozen 6 ft. whips, assorted, to retail at 25c to $1.50 each.
LEWIS SPECIAL, containing 4 dozen 6 ft. whips, assorted, to retail at 25c to $1.50 each.

They Are Big Values, Fast Sellers and Money Makers.

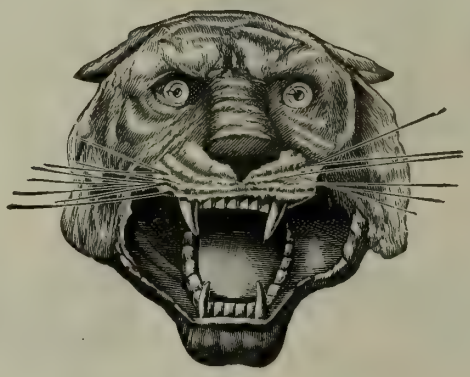
LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

THE

STEEL COMPANY OF CANADA

LIMITED

Tiger  White

Brand Lead

100% PURE

Over forty years on the market and endorsed by the Leading Painters.

Stock Tiger Lead and Increase Sales

DISTRICT SALES OFFICES:

HAMILTON, TORONTO, MONTREAL, WINNIPEG

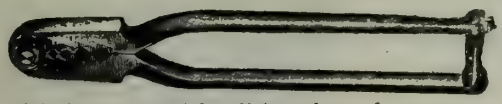
W. A. MacLennan, Vancouver, B. C.
J. B. H. Rickaby, Victoria, B.C.

H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, N.S.

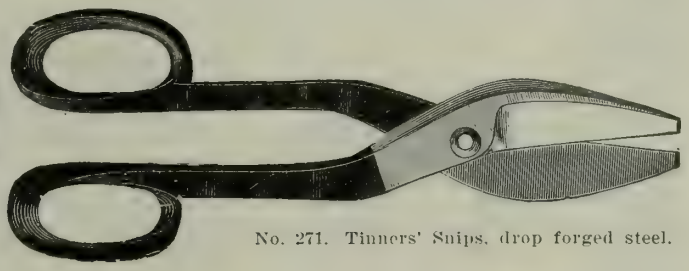
Red Devil Electrician's Tools are Leaders

No. 871. Genuine Red Devil Linesman's Tool.

No. 253. Pole Climbers' Straps, Pads and Belts always in stock.



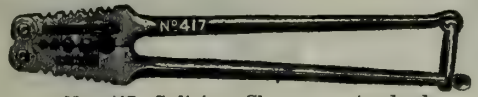
We have a special splicing clamp for every equipment.



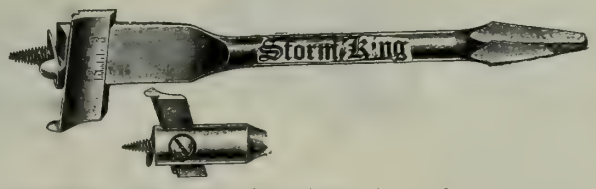
No. 271. Tinners' Snips, drop forged steel.

Havens Clamps, genuine Red Devil.

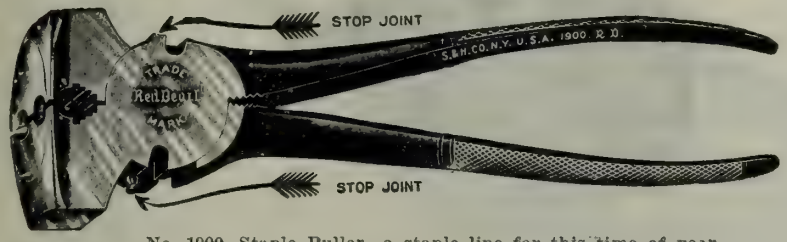
No. 2050. Extra high grade Box Joint.



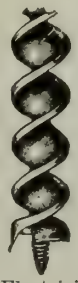
No. 417. Splicing Clamp, a standard connector.



Expansive Bits. Both sizes always in stock.



No. 1900. Staple Puller—a staple line for this time of year.

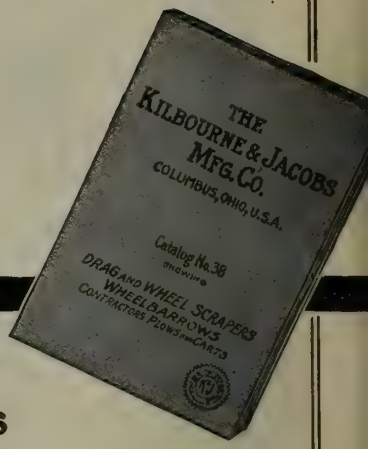


No. 2403. Electrician's Bit.

Smith Hardware Co., Limited

Montreal

The Profit Smile of the Contractor who has used "K & J" Tools reflects on the dealer who sells them



Sell Goods That Will Make You Friends

You have made a double profit when you've sold a tool of a quality that brings the satisfied customer back to your store. The customer's satisfaction is a big secondary profit.

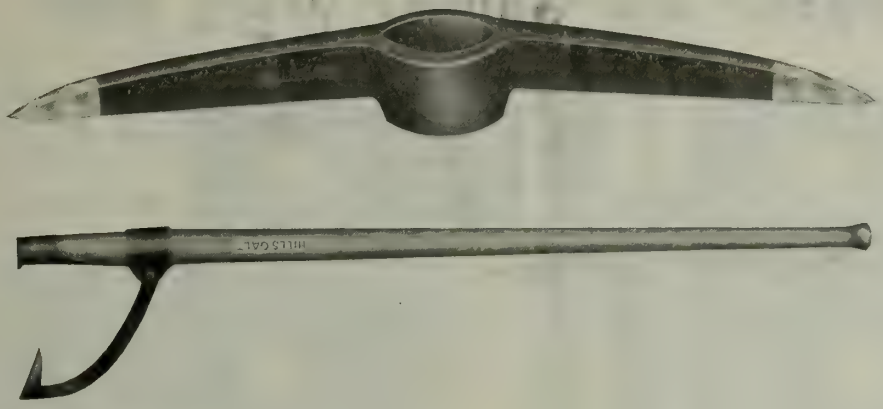
Goods that make friends for themselves and for you are far and away the best goods to stock and sell.

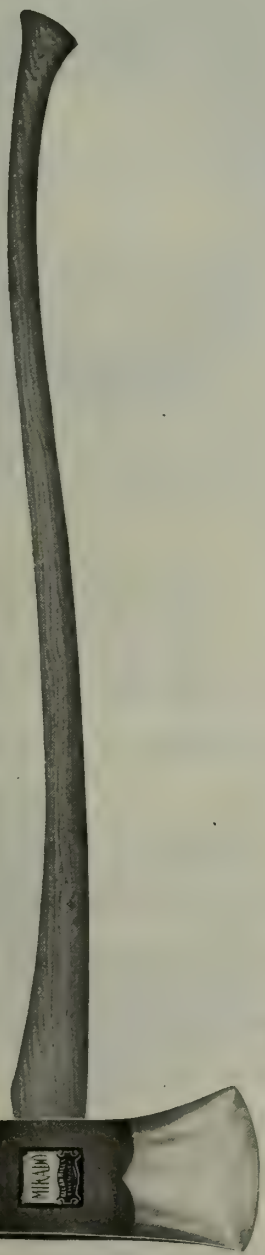
"K & J"

Wheelbarrows and Scrapers are the satisfactory kind that make friends for the dealer. Get the Catalog 38-S.

The Kilbourne & Jacobs Mfg. Company

New York **Columbus, Ohio, U.S.A.** **London**





Highest Quality

Axes, Chisels, Hammers, Draw Knives, Lumbering Tools, Adzes, Etc.

We guarantee to replace free of charge any tools that prove defective in material or workmanship.

We will take pleasure in presenting to you our **complete catalog** illustrating the various lines we manufacture.

Drop us a card for it to-day.

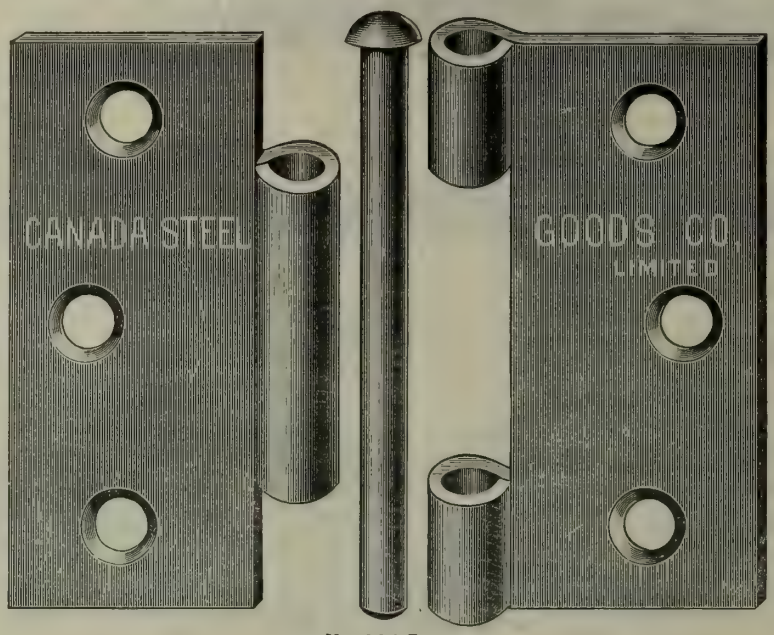
Allan Hills Edge Tool Co.

LIMITED

GALT, ONTARIO, CANADA

These Goods are Sellers every time

Crescent Brand Goods have built up a reputation that means satisfaction to all who come in contact with them—Good goods well made and sold at the right price.



No. 804 Butts

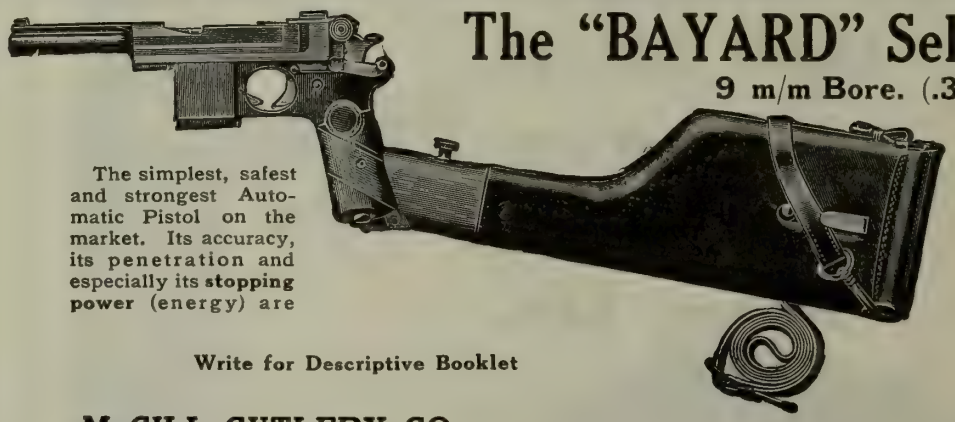
We manufacture all kinds of butts and hinges, hasps, staples, etc. and also the very popular line of hatch hangers (both trolley and parlor-door) which guarantee satisfaction

Canada Steel Goods Co., Limited, Hamilton, Ont.

Makers of the reliable Crescent Brand Butts and Hinges

The "BAYARD" Selfloading Pistol

9 m/m Bore. (.38 cal.)



The simplest, safest and strongest Automatic Pistol on the market. Its accuracy, its penetration and especially its **stopping power** (energy) are unsurpassed. A bullet from the **Bayard** Pistol fells instantly the most desperate enemy. It is the ideal weapon for the soldier and the colonist.

ADOPTED BY THE SPANISH ARMY

Write for Descriptive Booklet

McGILL CUTLERY CO., P.O. BOX 580 **Montreal, Canada**

Wood Mantels, Coal, Gas or Electric Grates
Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS, GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue - - - WINDSOR, ONT.

We Initiate—Never Imitate

Hanger Superiority

Front View
"Big 4" Hanger

BIG 4 HANGERS and BRACED RAIL have distinctive features—good, strong, indisputable talking points that help to make sales.

Why carry a stock of half-dozen varieties when you can carry THE BIG 4 HANGERS and suit all tastes and pocket books?

POINTS OF SUPERIORITY

Simple in construction.
Easily attached to door.
Flexible and rigid hanger in one
Great strength and durability.
Anti-friction steel roller bearings.
Axles and rivets galvanized to prevent rust.
Shoulder on axle prevents wheel housing from binding.

View of "Big 4" Hanger, Showing Flexible Feature

BRACED RAIL

On which the BIG 4 HANGERS run is made from 1¼ x 3-16 in. planished, machine straightened steel. The brackets are braced from below, giving a third more strength to the rail. Made in four, six, eight and ten foot lengths. Eight pieces of each size in a bundle.

BRACED RAIL

Do you want the exclusive sale? It's yours for the asking.

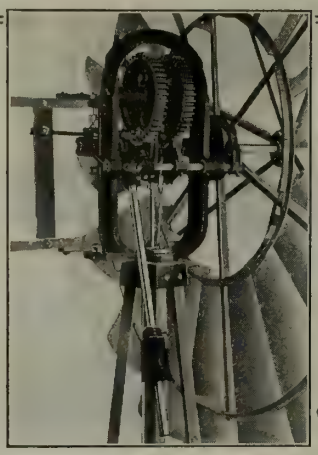
Write to-day for our proposition. It will interest you.

Ask for general catalog. Sent free.

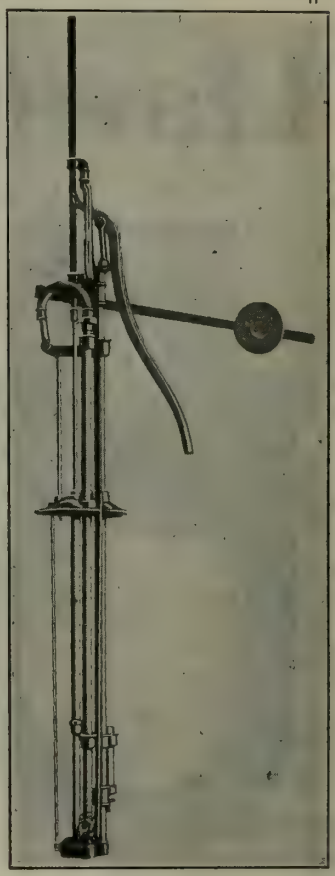
NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS

Assurance of Satisfaction



Good Margin For Profit



Our Windmills and Pumps

are manufactured in a plant equipped with machinery for high quality production. We rely on every windmill or pump which we place on the market not only to sell itself, but to bring us more business by giving a highly satisfactory service.

Our agency proposition will net you a big profit. Write for it to-day.

Catalog on request.

Dominion Well Supply Co., Ltd.

Cargill, Ontario

H&R ARMS Co

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H & R ARMS CO. MARK

TRADE H & R ARMS CO. MARK

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

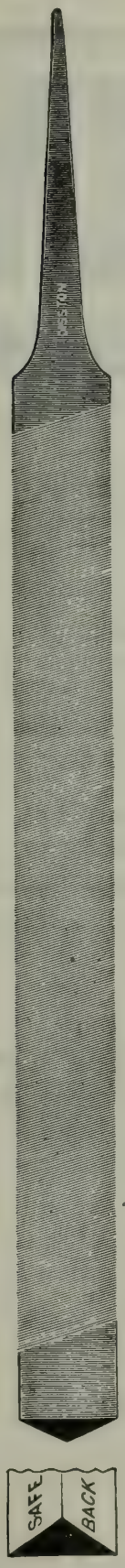
A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company,

815 Park Avenue
Worcester, Massachusetts, U.S.A.

Every Dealer Should Have This File in Stock



We receive complaints from time to time that purchasers of the Acme 120 Hand Saw cannot obtain at their dealers a file suitable for sharpening this saw.

Dealers will avoid any misunderstandings with their customers by seeing that their stock includes a supply of these special files.

To get the best results from the Acme No. 120 Saw the original shape of the teeth **must** be preserved. This is only possible by using the 6-inch Cant Safe Back File. The ordinary taper file, usually employed in sharpening saws, **will not** sharpen the teeth on the Acme 120 so as to retain the original shape.

It is the only File that will Sharpen the DISSTON Acme 120 Hand Saw

DISSTON ACME No. 120

is a fast, smooth-cutting saw. The blades are high in temper, specially ground for clearance, and require no set. It is specially adapted for fine cabinet work. Joints cut with it can be glued without planing.

TRADE MARK

Reg. U.S. Pat. Off.

HENRY DISSTON & SONS

Incorporated

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U.S.A.

ESTABLISHED 1840

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or Dealer handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholsale and Retail Hardware Merchants.

MADE IN CANADA

The Thos. Pink Co., Limited

Manufacturers of
LUMBER TOOLS

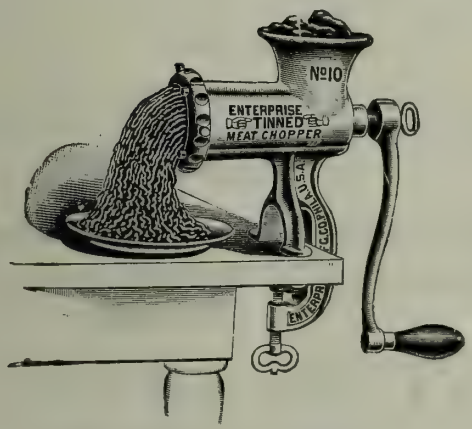
PEMBROKE - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

ENTERPRISE

Sausage Stuffer, Lard and Fruit Press, Meat and Food Choppers, Coffee Grinders, Etc.

Sell Quickly Because Their Quality Always Satisfies the Most Particular of Buyers



Meat and Food Choppers

Sausage Stuffer, Lard and Fruit Press

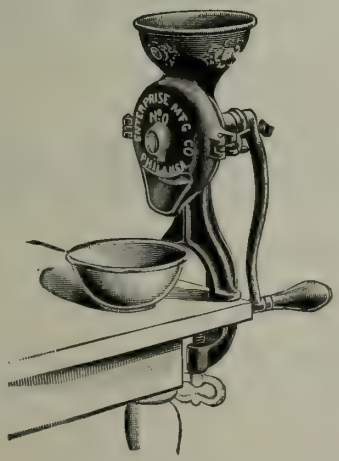
During the manufacture of Enterprise Goods we bear in mind that the more satisfaction they give the dealer or user the greater will be the success of our business. Every part of Enterprise Goods is exceptionally well made from high grade material.

The Enterprise Sausage Stuffer, Lard and Fruit Press has a new Patented Corrugated Spout which prevents air from entering the casing. This insures the preservation of the sausage. The iron cylinder is bored true. The patented latch prevents breakage of plates. Instantly changed from Sausage Stuffer to Lard or Fruit Press.

Enterprise Meat and Feed Choppers are made in forty-five sizes and styles—hand and power. They are the machines of the right-cutting principle—four-bladed steel knife revolving against the inner surface of a perforated steel plate. Does not mangle or mash—but cuts like shears.

Enterprise Coffee Grinders are made in several shapes and capacities.

Why not write us now for catalogue covering the complete "Enterprise" Line?



Coffee Grinder

The Enterprise Mfg. Co. of Pa.

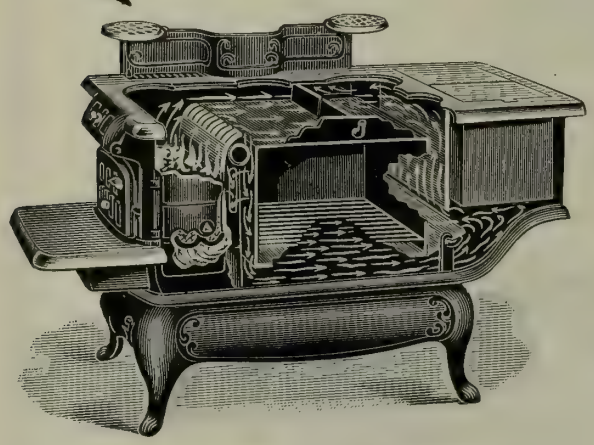
Philadephia, Pa.

29 Murray Street, New York City
176 N. Dearborn Street, Chicago, Ill.
530 Golden Gate Avenue, San Francisco, California

"SUPREME" The RANGE that will give you a Lead on your Competitors.

It's Guaranteed to Save 50% in Fuel with Better Results

Every progressive dealer should write for full particulars regarding this range. It is one of the best values ever offered to the trade and is certain to bring many re-orders.



Thousands of them are used all over Canada and living up to our **guarantee.**
We have built a reputation and **will** maintain it at all costs.

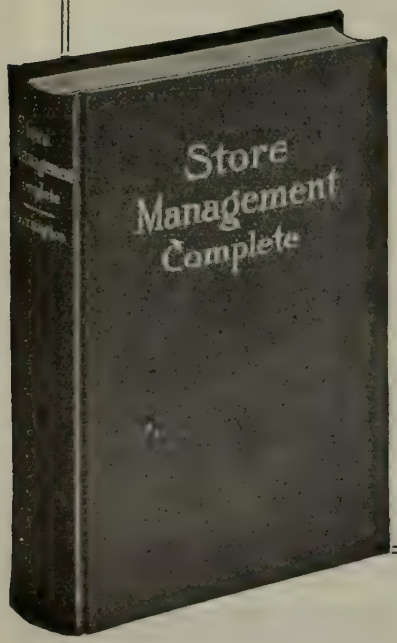
WRITE US AT ONCE

The Supreme Heating Co., Limited
Welland, Ontario

ARE YOU THE MAN AT THE HELM?

Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.



STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

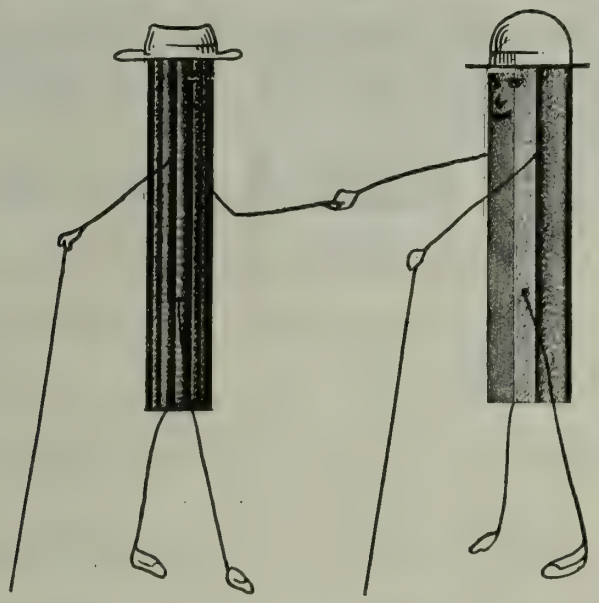
CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

Absolutely New **Just Published**

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co.
143-149 University Avenue **TORONTO**

PRESTON ONTARIO



Are you acquainted with Preston Trough and Conductor Pipe? If you are we know you use them right. If you are not let us acquaint you with them. They are the greatest profit makers for you on the market. They work for you always.

Every length of Trough and Conductor Pipe we turn out is made on our power press. It is absolutely uniform. It saves you time in erection and it saves solder, as each piece is made to fit together tighter than any other trough or pipe on the market. We guarantee this.

Read this letter from a man who uses thousands of feet a year:

The Metal Shingle & Siding Co., Ltd., Preston, Ont.

Dear Sirs:—

I wish to say a few words in reference to the merits of your Eavetroughing, as I have used a great many thousand feet of it and would say it is a great pleasure when erecting trough to have it go together well, and saves a great deal of time.

I find the heavy quality of the iron in your Trough makes it much quicker and better to put up.

Wishing you every prosperity,

I remain, yours truly,

A. E. MICKS.

Get acquainted by having us send you a sample order.

The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD.,

MONTREAL	TORONTO	PRESTON	WINNIPEG	SASKATOON
Quebec	Ontario	Ontario	Manitoba	Saskatchewan

Offices in all the large cities.

Head Office: PRESTON, ONTARIO

PRESTON ONTARIO

Handle The ROOFING With The

"Certain-teed" Label

FRONT

And You'll Have a big Demand and Splendid Profits

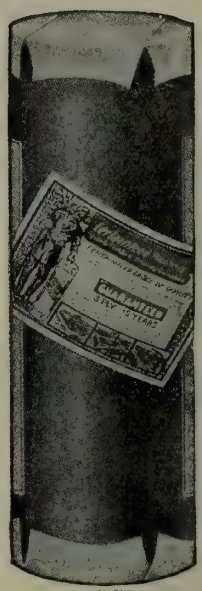
CASCO RUBBER ROOFING

Bears The "Certain-teed" Label of Quality

Send us your orders for Casco Roofing. We will supply you a line of selling helps for your own use in your own town.

Big eight sheet bill board posters with your name on —street car cards, slides for moving picture shows, indoor and outdoor signs, mailing folders like mail order houses send out and a complete series of ads. for your local newspapers.

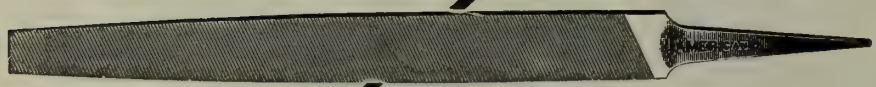
We stock large quantities of Casco Roofing and can make immediate shipments. Get in touch with us now.


BACK

The Canadian Supply & Contracting Company, Limited

Formerly CANADIAN SUPPLY CO. **TORONTO, ONTARIO**

NICHOLSON MADE FILES



THE world-known line of Nicholson-made Files has achieved such an immense daily sale that it permits the economical manufacture of a private formula special steel for the Nicholson-made File Brands.

In Canada, these File (and Rasp) Brands are

AMERICAN ARCADE
GLOBE GREAT WESTERN
KEARNEY & FOOT

each made from this private steel.

This private steel is cut into files on special machines owned solely by the Nicholson File Co., is treated and hardened by a private process. Finally, the file, after passing through 10 inspections, is individually hand-tested for quality, and must reach or pass a rigid standard.

Such a file as this is the Nicholson-made File that reaches your shelves. You **know** what you sell your customer. He in turn gets a file that is "Nicholson-made" and is "just like the last."

It pays to handle "Nicholson-made" Files. All jobbers.

NICHOLSON FILE COMPANY 37

PORT HOPE **CANADA**

The use of *Certain-teed* Roofing is keeping pace with Canada's marvelous building growth

Certain-teed Roofing

**(Quality *Cert*-ified—
Durability Guaran-*teed*)** **Rolls and Shingles**

Guaranteed 15 Years—Lasts Longer

Certain-teed has made good by actual test on the roof

When Ready Roofing was first put on the market years ago, most dealers, builders and architects preferred to wait and see it tested on the roof—in a word, the public demanded that it must prove its value by years of actual wear on the roof before they would accept it.

Certain-teed Roofing has won out on its own merits—its use on all kinds of buildings in almost every country in the world is growing by leaps and bounds—it settled all arguments by giving absolute satisfaction in all climates under the most trying conditions.

The durability of this modern, easy-to-lay ***Certain-teed*** roll and ***Certain-teed*** shingle roofing is remarkable.

This modern easy-to-lay roofing costs less—lasts longest

Certain-teed **Roll Roofing** is the most economical covering for cottages, farm buildings of all kinds, factories and garages.

Certain-teed **Shingles** are recommended where artistic effect is desirable—for residences, bungalows, and cottages. They come in slate gray color, also red and green.

Certain-teed **Specification Roof**—the modern method of constructing a built-up roof on large flat surfaces.

Certain-teed **Roofing** costs less than metal, tin, slate or wood shingles—it is inexpensive to lay, guaranteed to wear 15 years and will outlast the guarantee.

Any live dealer can build up a profitable *Certain-teed* Roofing business

General Roofing
The World's Largest Manufacturer of Roofings and Building Papers

Certain-teed Roofing is advertised extensively in Canadian publications—the demand is increasing every day—all leading Canadian jobbers carry ample stocks.

You make a good profit on ***Certain-teed*** Roofing and you turn your money *quickly*—the price is *low* and quality *high*.

Wire, telephone or write your nearest jobber for 10 to 50 squares of ***Certain-teed*** Roofing—he will send you a lot of ***Certain-teed*** Selling Helps, including *Free* Display Signs.

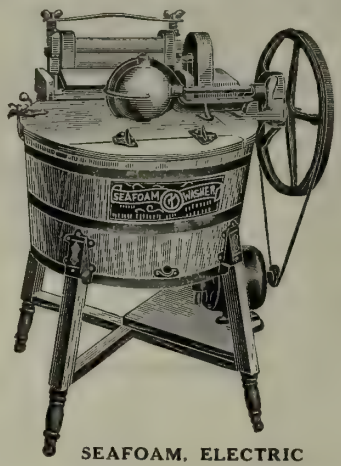
We will furnish *free* to each dealer handling ***Certain-teed*** Roofing a desk copy of our new book, **"Modern Building Ideas and Plans"**—the most complete book of its kind ever published and very useful to all building material dealers. The busy season is here—send your order *now*—your jobber can make immediate shipment.

General Roofing Manufacturing Company

Winnipeg, Canada E. St. Louis, Ill. Minneapolis York, Pa. San Francisco Marseilles, Ill. London, England Memphis, Tenn. Hamburg, Germany

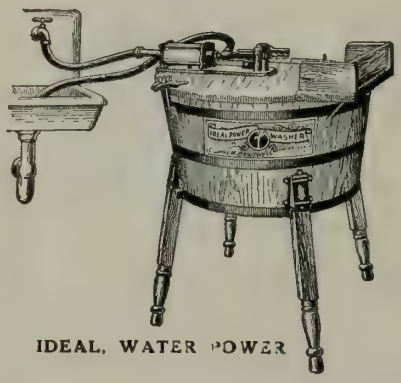
WASHING MACHINES and CLOTHES WRINGERS

WE CAN DELIVER THE RIGHT GOODS AT THE RIGHT PRICES AT THE RIGHT TIME

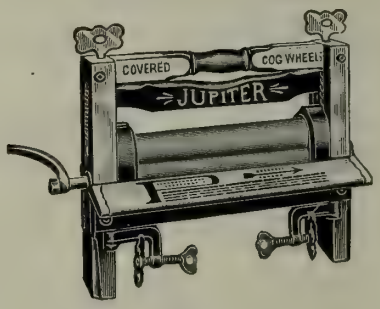


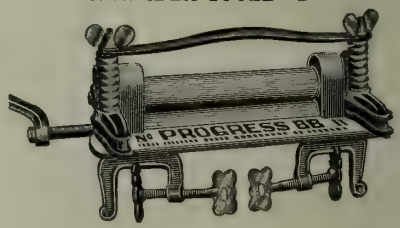
SEAFOAM, ELECTRIC

NEW IDEA STYLE "B"

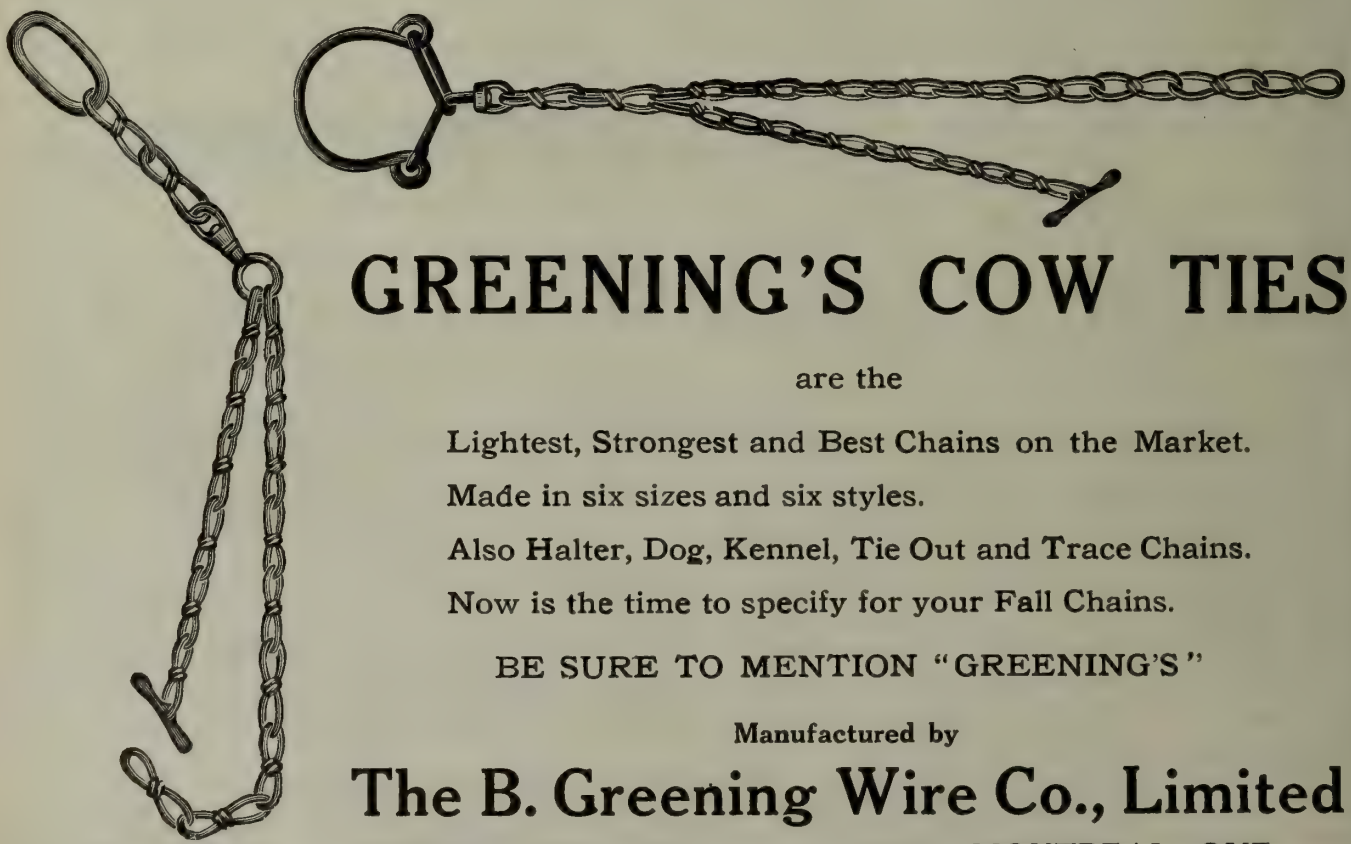


IDEAL, WATER POWER





CUMMER-DOWSWELL, LIMITED - HAMILTON, ONTARIO



GREENING'S COW TIES

are the

Lightest, Strongest and Best Chains on the Market.

Made in six sizes and six styles.

Also Halter, Dog, Kennel, Tie Out and Trace Chains.

Now is the time to specify for your Fall Chains.

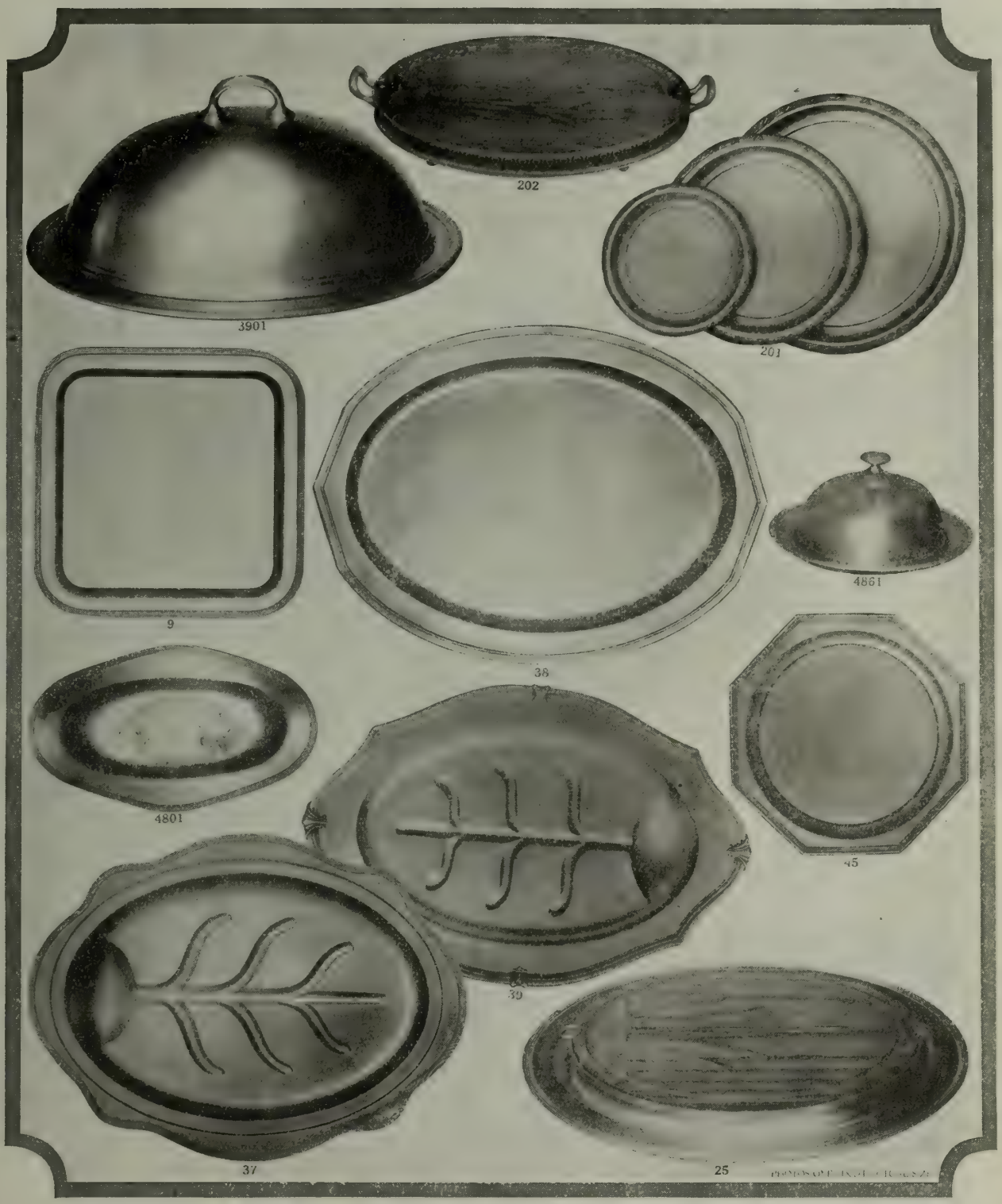
BE SURE TO MENTION "GREENING'S"

Manufactured by

The B. Greening Wire Co., Limited

HAMILTON, ONT. MONTREAL, QUE.

"SILVERWARE THAT SELLS"



New Nickel Silver Goods with White Metal Mounts

The above illustrates a few pieces of our latest endeavor in **nickel silver,** using extra heavy blanks, and **special** care and attention to finish and design.

Made to give absolute satisfaction in either hotel or private service.

Write for Catalogue and Price List.

STANDARD SILVER CO. of Toronto, Limited, North Madison Ave.

Interesting Figures

By a

Famous Man

Professor Robert H. Smith, of England, a distinguished Mechanical Engineer, Knighted for his scientific attainments, etc., recently had occasion to make a careful test of MAGNOLIA METAL, and we give below extracts from his report:

> "Each bearing was run for some hours under moderate load and with oil lubrication in order to rub it down to a good fit upon the journal. It was then well cleaned out, and the measured friction test were run with **water lubrication** and cooling only. This appears to be the only satisfactory method of comparative testing of bearing metals, because the influence of small differences in quality and quantity of oil is so great as to mask to a large degree that of differences in the metals. The use of water also admits of the quantity of heat generated, being measured with approximate accuracy."

Further on in his report, he says:

> "This (Water) test proves that Magnolia Metal can be easily **run continuously** at over 130 lbs. per square inch load at from 400 to 450 r.p.m., with a co-efficient of friction varying from .05 to .07 **with water lubrication.**"

Here we have a positive statement by perhaps the greatest living authority on such subjects that Magnolia Metal can be run continuously at certain loads and speeds independent of oil lubrication.

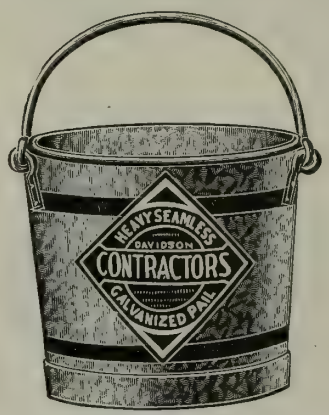
Sold by leading dealers everywhere or

Magnolia Metal Company

Office and Factory: 225 St. Ambroise Street, Montreal

Davidson's Extra Quality, Strong Galvanized Iron Pails

Attractively Decorated with Bands of Bright Red Japan and Neatly Labeled

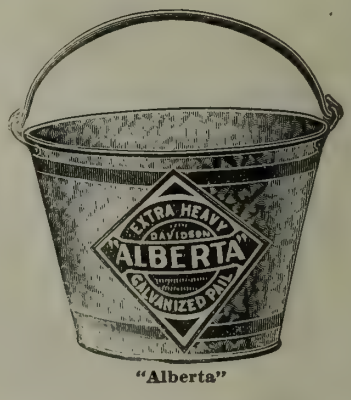


"Contractors"

No. 116, capacity 16 Imp. quarts. Seamless body, with heavily wired top edge, and fitted with iron rim to protect bottom.

Minto.

No. 14, capacity 13 Imp. quarts. Strong and durable, and fitted with heavy pressed Hercules bottom.



"Alberta"

Capacity 12 Imp. quarts. Flaring pattern, heavy material, reinforced ears, extra wide across top.

These pails are galvanized after being formed, which adds considerable to their strength and wearing qualities. They are in great demand for use by contractors, railways, roofers, cement workers, corporations and the mounted military camps.

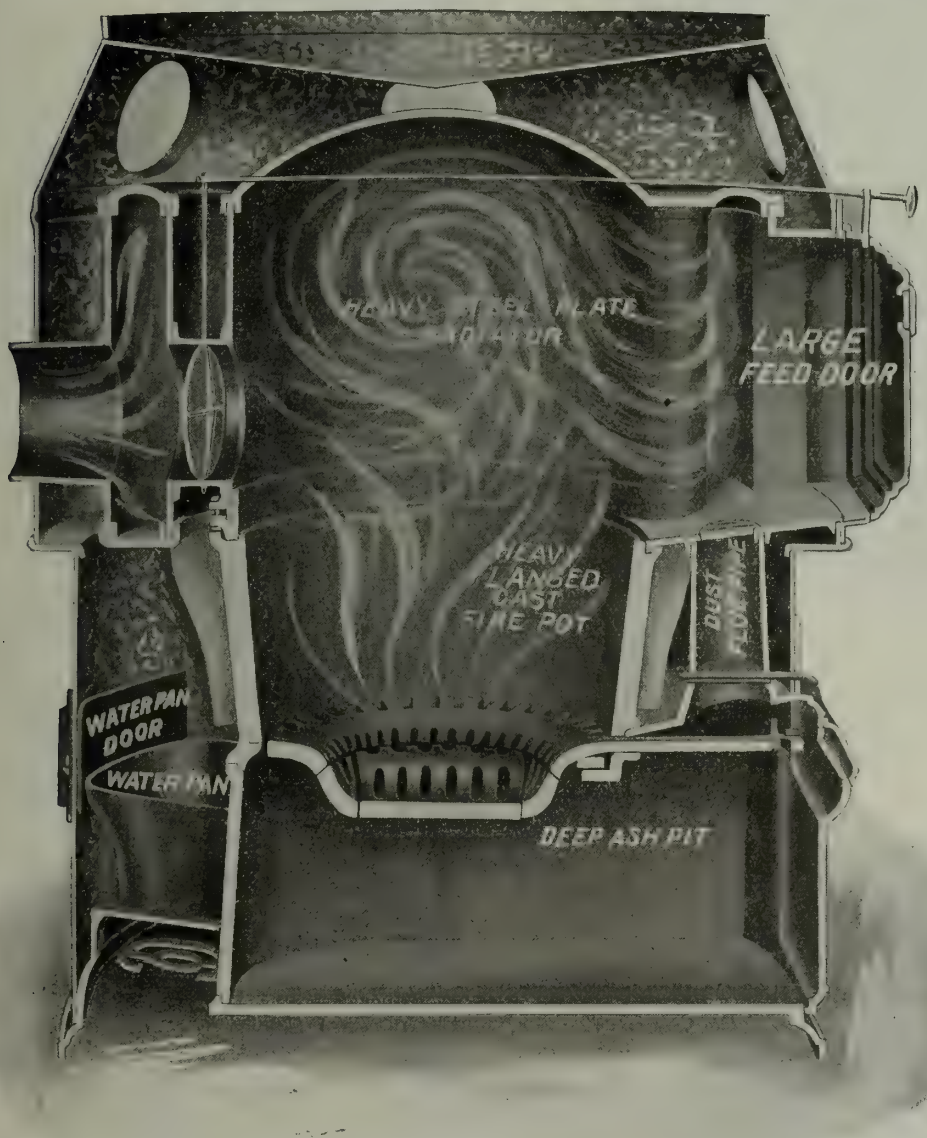
Write For Prices

THE THOS. DAVIDSON MFG. CO. Limited, Montreal, Winnipeg, Toronto

New Idea Furnaces

Have Many Exclusive Features Embodied in Design and Construction

Will Multiply Your Furnace Sales and Pay a Big Profit.



This furnace saves much fuel, is easy to operate and requires but little attention.

It is the result of much study and great care taken during the manufacturing.

The **"NEW IDEA"** is built up of strong durable parts. Note the solid construction of the fire pot and ash pit—the heavy steel plate side of the radiator and combustion chamber. Is it any wonder this furnace outlasts the others?

The radiator has triple radiating surfaces, providing a large area of effective heating. The heat makes a complete circuit of both inner and outer radiator and is practically all absorbed before it reaches the smoke pipe.

Duplex Grate—The only grate made embodying all the advantages found in rocking, dumping and shaking grates and eliminating all their disadvantages. All ashes and clinkers are easily and quickly removed without the loss of any coal.

Every "NEW IDEA" Furnace that leaves our plant is backed with a five-year Indemnity Guarantee.

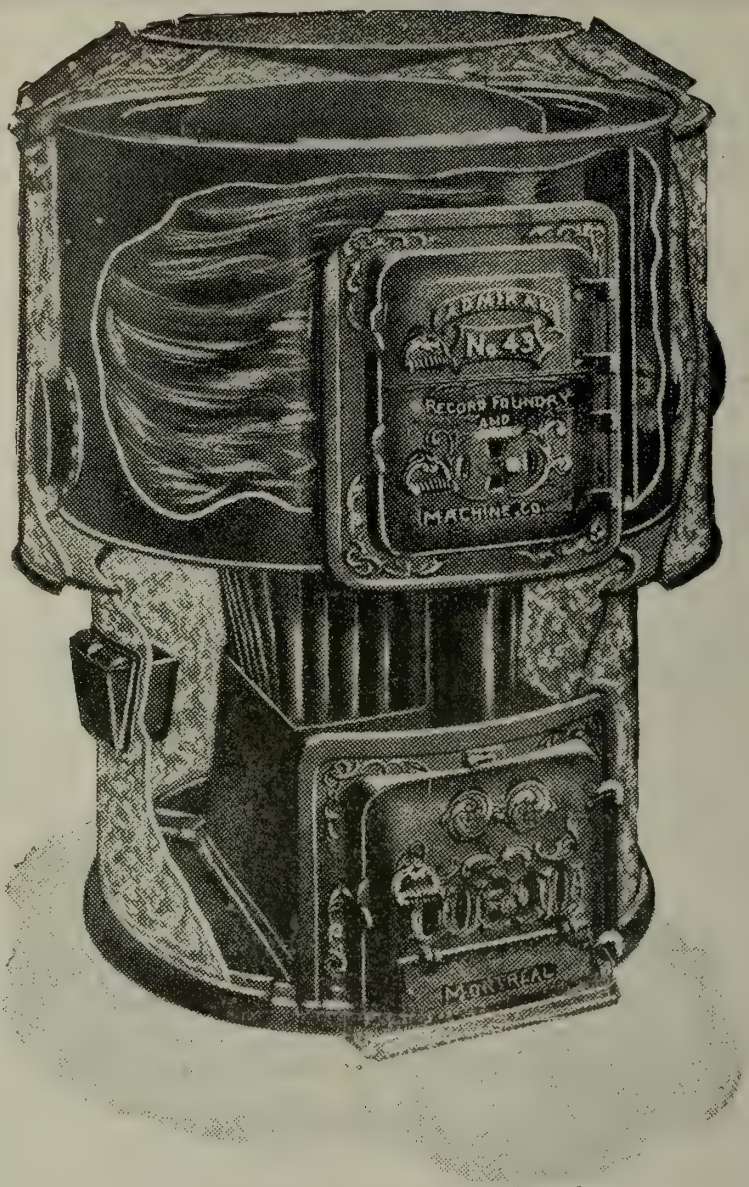
The "NEW IDEA" is easily installed.

Write us for complete description and price.

Successors to Gurney, Tilden & Co., Limited.

Hamilton Stove & Heater Co., Ltd.
Hamilton, Ont.

Tilden, Gurney & Co., Limited, Winnipeg, Calgary, Vancouver.



Burns Hard or Soft Coal or Wood

The Admiral Fire Pot

The "Admiral"

Special Features

Guarantee

Big Results

For Both Dealer and User

Large steel radiator giving a quick heat from fuel. Large combustion chamber with flues 4 x 24 inches that do not clog up with soot.

Large double feed doors specially adapted for wood. Smoke pipe opening above the feed door which prevents the smoke from coming out of the door when feed coal. Gas tight radiators designed and constructed to provide equal expansion of all parts when heated so as not to open the joints.

The scientific construction of this Fire Pot is such that every separate RIB or SECTION forms a BRACE for the other, making it absolutely impossible for any two sections or ribs to WARP OR CRACK at the same place. The top forms a COMPLETE CIRCLE, while the bottom a PERFECT SQUARE, thus allowing a large amount of grate surface.

The grate is one of the most perfect on the market. It is of the triangular operating pattern, each pair of bars being operated independently by the use of a handle applied to the two centre bars.

Direct or indirect draft with gas explosion door. Large ash pit with tight dust flue.

Every Admiral Furnace is sold under a positive guarantee to give universal satisfaction.

Every wide awake dealer should stock it at once. A big profit and quick turnover are a certainty.

Write us now.

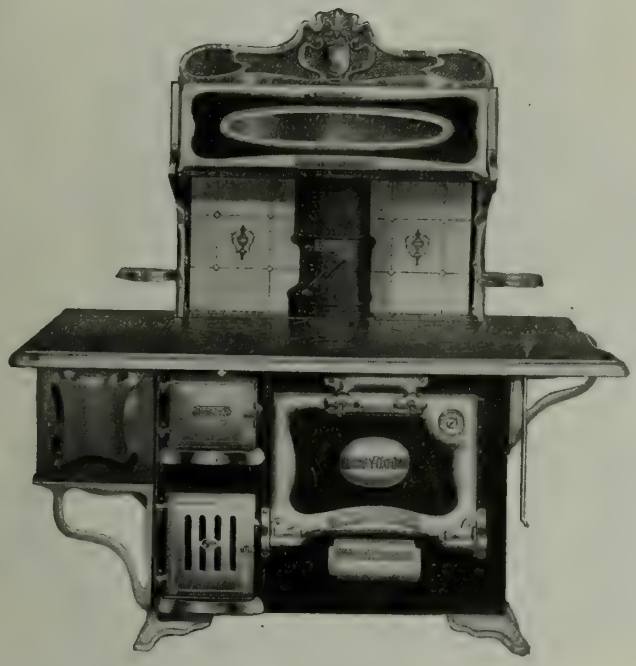
The Record Foundry & Machine Co.

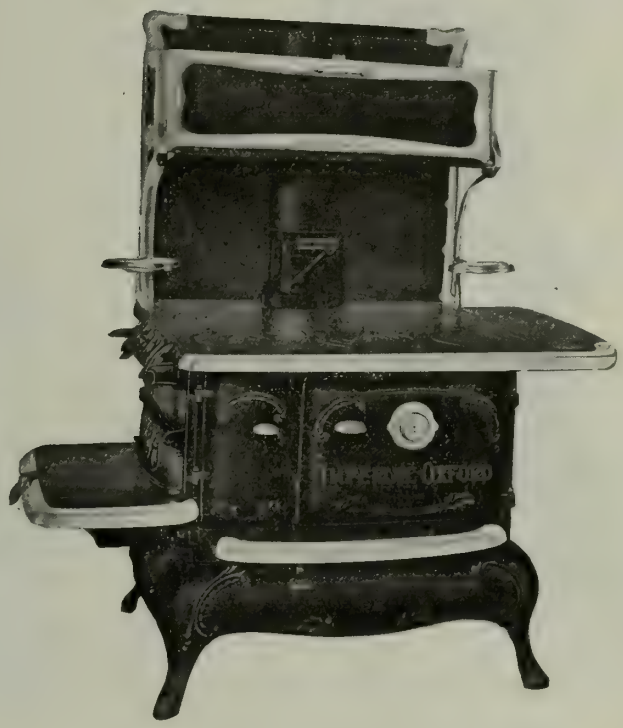
Foundries at MONCTON, N.B.

SALES AGENCIES AT

Moncton, N. B., Toronto, Ont., Montreal, P. Q.
Winnipeg, Man., Vancouver, B.C.

A Carload of These





went into a town of 2,500 people in Southern Ontario the other day.

They went to a dealer who **believes** in Gurney-Oxford co-operation—believes in handling one line—this line—believes it because he has tried it.

We conducted a baking contest. Put over a great advertising campaign—supplied him splendid material for his windows He ran a procession of ten lorries full of stoves from the station to his store.

Of course his townsfolk regard him as the livest and most up-to-date dealer in town. That sort of enterprise commands respect. And he'll have to re-order before November 1st.

Ask us his name. Ask him what he thinks of our line, and our help, and hurry up, because the Fall Season is going!

GURNEY-OXFORD

The Gurney Foundry Co., Limited

Toronto

MONTREAL HAMILTON WINNIPEG CALGARY VANCOUVER

McClary's

New 1913 "Famous" Oil Heater

will appeal to all dealers as a
Quick Selling Article

it's
STRIKING NEW FEATURES
compel the attention of all
discriminating buyers.

New Method of Rewicking.
Automatic Wick-Locking Device.
Oil Indicator.
One-piece Copper Tank.

Order To-Day—McClary's Ship Quick

McClary's

London Toronto Montreal St. John, N.B.
Hamilton Winnipeg Vancouver Calgary
Saskatoon Edmonton

"The Empire Line"

Mr. Dealer!

Have you talked to the "Newly Weds" about a new stove? If you sell them an

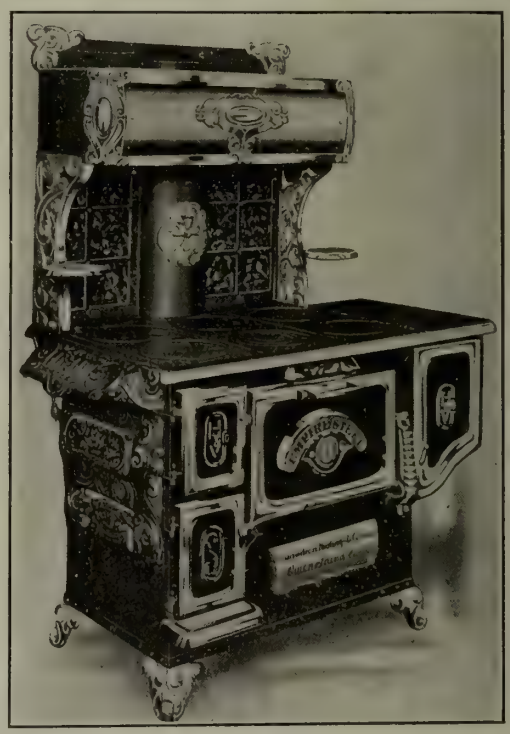
"EMPIRE STEEL"

you will keep their custom. It is made with a Highly Polished Steel Body, Finest Double Nickel Plate Dress, and Artistic Tile High Closet.

It appeals to young and old. As a Baker it cannot be equalled, and has earned a reputation for Economy in fuel.

Has extra large, quick-heating Reservoir.

Sizes: 18 inch and 20 inch oven, 9 inch covers. Made Square, Reservoir, Tea Shelf, or High Closet.



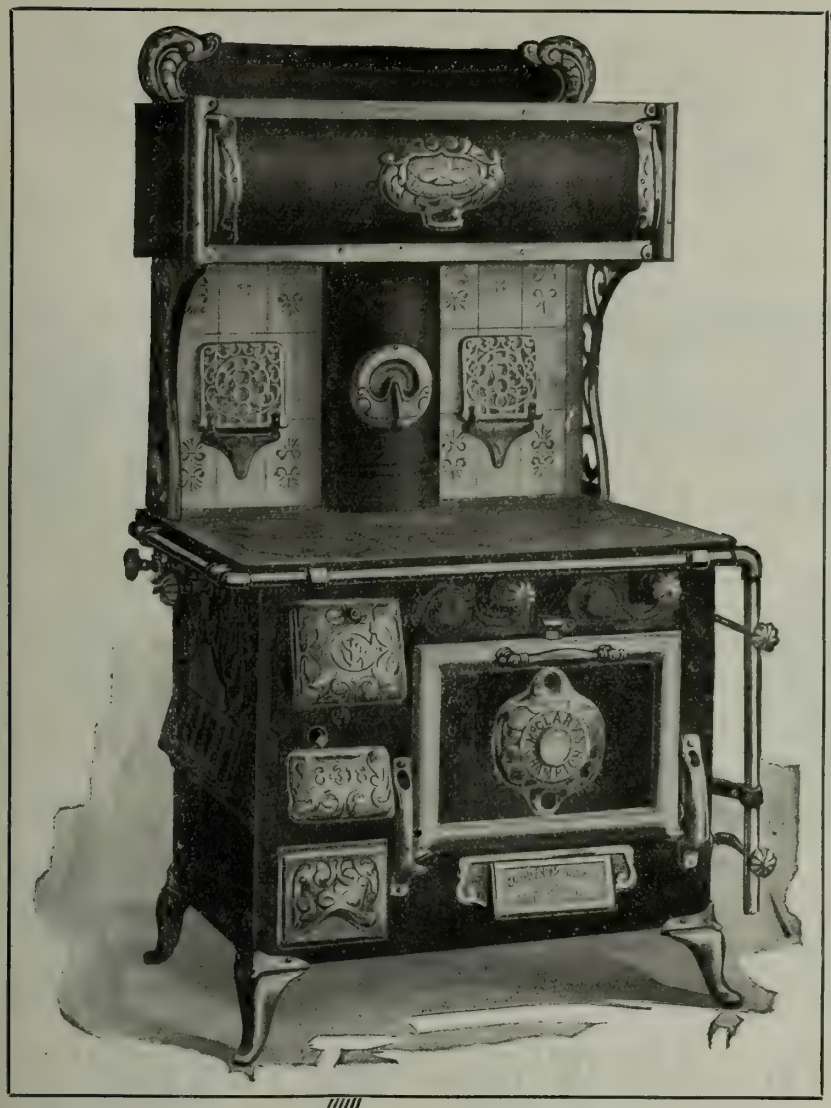
Canadian Heating and Ventilating Co., Ltd.

OWEN SOUND, CANADA

Montreal
Can. Stove & Furniture Co., Ltd.

Winnipeg
Christie Bros. Co., Ltd.

Vancouver
Munro & Arnott



McClary's Champion Range

is the only **Interchangeable** Range manufactured

Burns Coal, Gas and Wood

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

THE superiority of the CHAMPION is quickly recognised by all users; but its reputation for **service** is the result of the uniform high quality of all its parts.

THE fact that the Range is a McClary production is a safeguard to all buyers, the "quality firm" having given complete satisfaction to thousands of range users throughout the Dominion.

EVERY dealer who handles the CHAMPION **feels** the influence of a great organization at his back, and **knows** that McClary's goods are all backed up by a complete system of advertising.

COMMUNICATE with our nearest branch at once for particulars.

MONTREAL HAMILTON
LONDON TORONTO
CALGARY

McClary's

WINNIPEG VANCOUVER
SASKATOON EDMONTON
ST. JOHN, N.B.

Goodell-Pratt's

No. 111

Automatic Screw-Driver

A very powerful Spiral Ratchet Screw-Driver especially designed for the rapid driving and drawing of screws. It is an exceptionally good tool.

Goodell-Pratt Company

149 Queen Victoria Street, LONDON, E.C.

Toolsmiths

Greenfield, MASS., U.S.A.

The All White "MET-ALL"

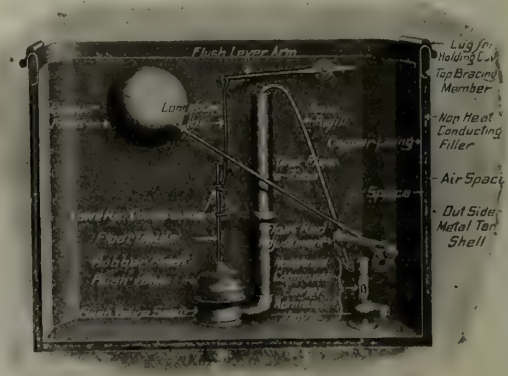
Low Tank Closet Combination Will Be a Valuable Asset To Your Business

There are thousands of them installed and all giving entire satisfaction.

The best in service and handsomest in appearance.

The entire tank is made of metal, except the non-heat conducting filler which separates the water reservoir from the outside shell. This filler entirely prevents the gathering of moisture on the outside, commonly known as sweating. All the fittings are of the highest grade. The shell is made of a specially prepared metal and beautifully finished on the outside with a sanitary enamel, which does not discolor, and can be kept bright and new by simply washing.

The seats are moulded of Wood Fibre, and are as hard as ivory, and absolutely impervious to moisture and acids. They will not split, warp, craze or discolor.



Write for our illustrated circular and price.

The James Morrison Brass Mfg. Co., Ltd.

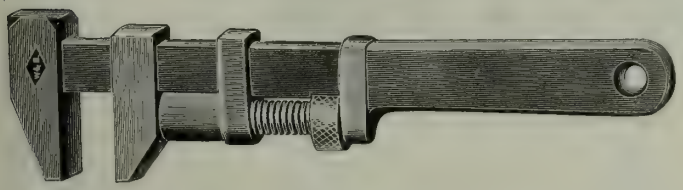
93-97 Adelaide St. West, TORONTO

Plumbing Goods and Engineers' Supplies

HIGH GRADE WRENCHES

THAT WILL STAND UP TO THEIR WORK

These good wrenches we illustrate will give the user every satisfaction. They are made for service.

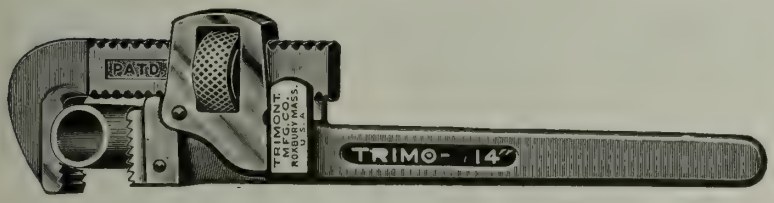


The "Railroad Special," head and bar forged from one piece selected steel, indestructible handle. Sizes 6 to 21 in.

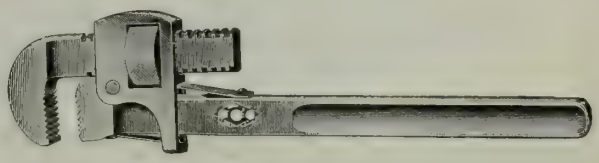
GENUINE "COES" STEEL HANDLE, cast steel head and bar, semi-steel handle riveted to bar. Sizes 8 to 18 inch.

W. & B. MACHINISTS', head and bar forged from selected steel. Sizes 6 to 21 in.

COES KNIFE HANDLE, cast semi-steel frame, one piece hardened steel jaw, steel bar. Sizes 6 to 21 inch.

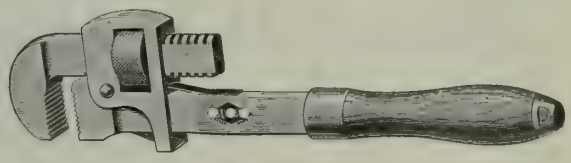


"TRIMO." Drop forged from bar steel. Will not lock on the pipe. Sizes 6 to 48 inch.

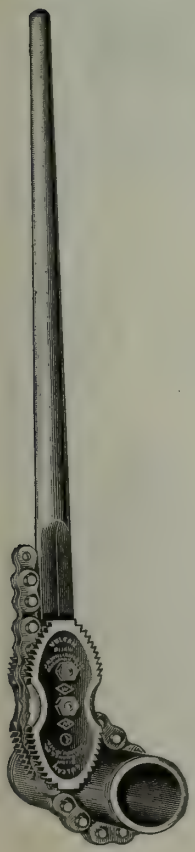


STILLSON PATTERN. Forged steel, all steel handle. Sizes 18 to 48 inch.

WESTCOTT NUT or PIPE WRENCHES, with forged steel jaws. 6 to 14 inch.



STILLSON PATTERN. Forged steel with wood handle. Sizes 6 to 14 inch.



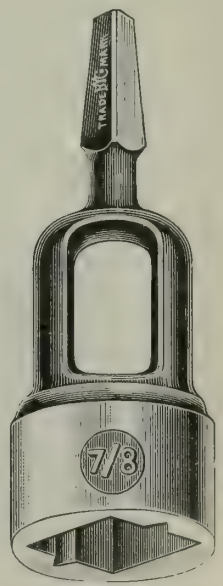
Vulcan Bijaw

Vulcan Bijaw Chain Pipe Wrenches

with double ended reversible jaws giving service of two tools at the price of one. Sizes for pipe ⅛ to 18 inch.

Caverhill, Learmont & Co.

Montreal



Brace Wrenches save time for the carriage maker

SIMONDS

Crescent Ground Cross-Cut Saws

This is the successful saw—the saw that stays sold and the saw that we cover by our broadest guarantee. It costs a little more, but it brings you a bigger profit and a better satisfied customer. Insist on your Jobber supplying you with all the Simonds Crescent Ground Cross-Cut Saws you require.

Simonds Canada Saw Company, Limited

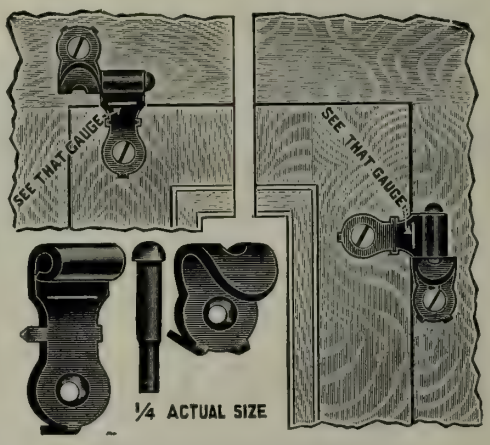
Montreal **Vancouver** **St. John**

Watrous Leaders

Make this your big year

Big Sales
Bigger Business
Biggest Profits

Our line helps you do this. Insist that your jobber sell you the Watrous Leaders.



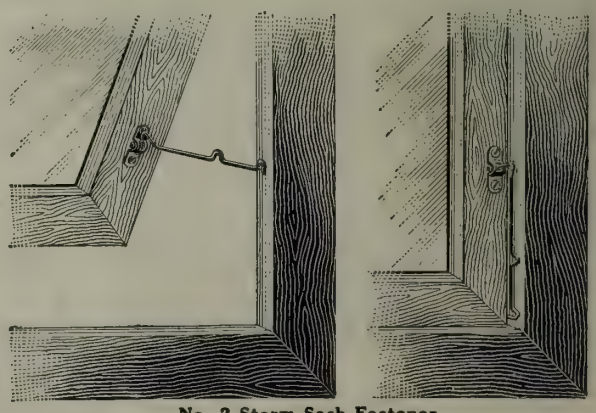
No. 17 Combination Hanger

No. 4 Button

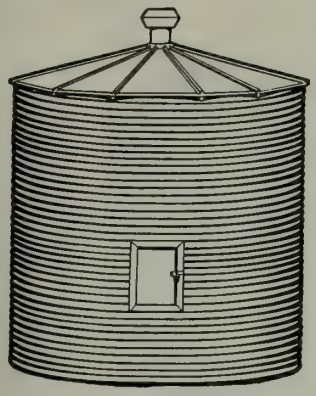
All sizes of steel buttons. Silent salesmen free for asking. Write at once.

Watrous Mfg. Co.
Des Moines

No. 18 Safety Sash Hanger



No. 2 Storm Sash Fastener



Built to Make Money for the Dealer by Proving Most Satisfactory for the Farmer

Made of heavily galvanized corrugated steel, this granary protects grain from damage by fire, weather, animals and insects. It can be moved from place to place so as to be most convenient when threshing. This saves time and labor.

"Metallic"
Portable
Corrugated Steel Granaries

The heaviest corrugated steel is used in this granary, which gives great strength and rigidity and insures these granaries lasting a life-time.
We have made all parts interchangeable and have eliminated heavy, breakable castings. Every part is machine made, so that there are none of the variations or discrepancies in parts that result from hand work.
Write asking us to send you complete information.
We manufacture a complete line of sheet metal building materials.

THE METALLIC ROOFING CO., LIMITED
Manufacturers
TORONTO and WINNIPEG

PEASE IDEAL STEAM BOILERS

Write to-day for Catalogue and Prices.

Pease Foundry Company
LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg. Hamilton, Montreal.

BUR-NOR

Add Prestige to Your Sales

By selling Bur-Nor and Scout Hatchets. The *Hatchets with the handle that won't break.* All handles are reinforced and by actual test are 50% stronger than the best second growth handles made. The Blades are cut from high carbon steel and are carefully tempered in oil.
Ten styles from which to choose.
Ask your Jobber or write direct for new Hatchet folder and prices. Do it to-day.

Burgess-Norton Mfg. Co.
GENEVA, ILLINOIS, U.S.A.

BUR-NOR

A Fire Brick that Fits Any Stove

No more delays sending to stove manufacturers for brick to fit. No more need tying up money and wasting storage room carrying different sizes and types of brick to fit the numerous makes of stoves. J-M Phoenix Stove Lining fits any stove, regardless of make. It is applied like mortar—easily, quickly, cheaply.

J-M Phoenix Stove Lining

leaves a larger fire space than brick, because it is applied only 1-3 as thick, thus increasing the heating capacity of the stove. Costs less than fire brick and lasts longer. Clinkers do not adhere to it. Wouldn't this make a good addition to your line, especially as there's a good profit in it?

Write nearest Branch for Booklet and Dealer's Prices.

The Canadian H. W. Johns-Manville Co., Limited

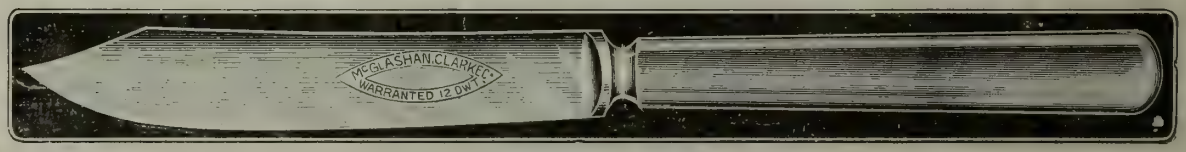
Manufacturers of Asbestos and Magnesia Products — ASBESTOS — Asbestos Roofings, Packings, Electrical Supplies, Etc.

TORONTO MONTREAL WINNIPEG VANCOUVER

911

High Grade Cutlery

Electro-Plate and Solid Nickel-Silver Flatware



FRUIT KNIFE

This Fruit Knife commands a steady sale the year around. They are put up 6 in a pretty satin lined box and make a very useful and attractive gift. Each box contains our Guarantee. Also made in 6 dwt. and 2 dwt. quality.

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The Best Fitting Trough and Conductor Pipe on the Market is Still Being Made by us

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Ridge Roll, Valleys, Elbows, Skylights, Ventilators **and Corrugated Iron** .:. .:.

We ship while others are thinking about it

WHEELER & BAIN, Toronto, Ont.

Wrico—The Name of Quality

Good Wash Tubs—strong, lasting, and of the right proportions—are chosen invariably by the majority of housekeepers in preference to cheap and less durable substitutes.

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

Wrico Anti-Rust

Wash Tubs will be found in commission on wash days in all up-to-date households, because they meet all requirements as to strength, durability and convenience.

Made in three sizes.
Wired ¼ dozen in bdle.

Always coming through—stock always fresh—no shopworn goods sent out.

E. T. WRIGHT CO., Limited, - HAMILTON, CANADA

VANCOUVER TORONTO WINNIPEG

"PARKYTE" Sanitary Chemical Closets

No! Mr. Dealer, we do not make the cheapest closet on the market—honest material and workmanship won't allow us.

See that *cast iron top and bottom,* thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitations.

We manufacture a superior grade of sweeping compound, put up in 250 lb. bbls.—150 lb. boxes. 75 lb. boxes and crates of 24 5 lb. tins each.

See Ashdown's latest catalogue, all branches, Also Hobbs Hardware, London, Ontario.

PARKER-WHYTE LTD., Winnipeg

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture **NIPPLES** in all sizes—black or galvanized.

Works: Lachine Canal

The Canadian Rogers Company, Limited

PAID UP CAPITAL $1,000,000.00

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Toronto **Winnipeg** **Vancouver**

HEAD OFFICE

53 King St. West, Toronto

FACTORY

570 King St. West, Toronto

HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

Vol. XXV. TORONTO, SEPTEMBER 13, 1913. No. 37

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REGULAR FEATURES

Twenty Years Ago—Leaks in the Hardware Store — Catalogue and Booklet.

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* -:- H. T. HUNTER, *General Manager*

(ESTABLISHED 1888)

Cable address: Macpubco, Toronto; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

HARDWARE AND METAL

J. G. Lorriman, *Manager*
H. M. Reid, *Eastern manager*
Alex. Wales, *Advertising Representative*
T. B. Costain, *Editor*
Geo. D. Davis, *Associate Editor*
W. S. Farquharson, *Associate Editor, Montreal*

CHIEF OFFICES.

CANADA—Montreal, 701-702 Eastern Township Bank Building; Toronto, 143-149 University Ave., Telephone Main 7324; Winnipeg, 34 Royal Bank Building, Telephone Garry 2313; Vancouver, H. Hodgson, 2649 Third Avenue West.

GREAT BRITAIN—London, Eng., E. J. Dodd, European Manager, 88 Fleet St., E.C., Telephone Central 12960.

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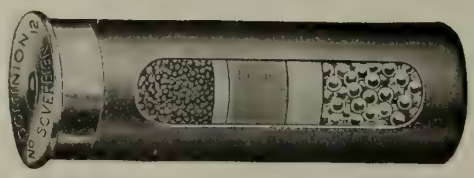
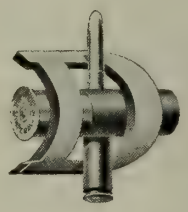
FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.

SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, $2 a year; United States, $2.50 a year; Other Countries, 8s a year; Single Copies, 10 cents. Invariably in advance.

DOMINION AMMUNITION

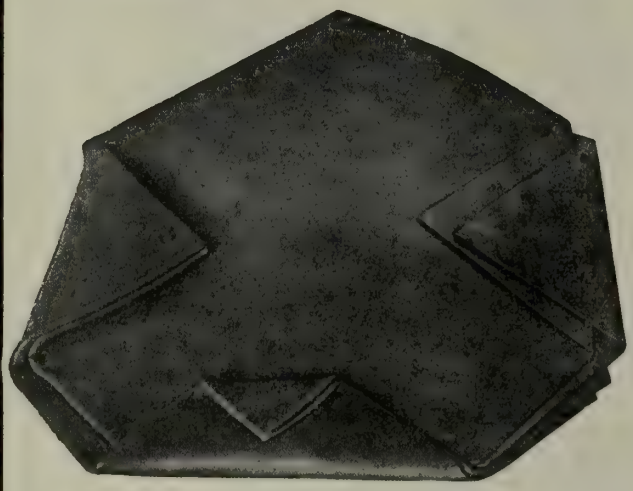


Dominion Sovereign Shells 20, 16, 12, or 10 Gauge, loaded with chilled shot and bulk smokless powder only. The high velocity shell with the slight recoil, shot by experienced Canadian shooters and sold by Canadian dealers who carry the quick moving brands of merchandise.

There is a  on every box of Sovereigns.

Dominion Cartridge Co., Limited, Montreal

"GLOBE" STEEL SHEETS



A good grade Black Sheet suitable for particular work.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

"DOMINION"

GALVANIZED CANADA PLATES

The first brand imported to Canada and still the best in every way.

If you want reliable Canada Plates insist on "Dominion Crown."

A. C. LESLIE & CO., Limited
MONTREAL

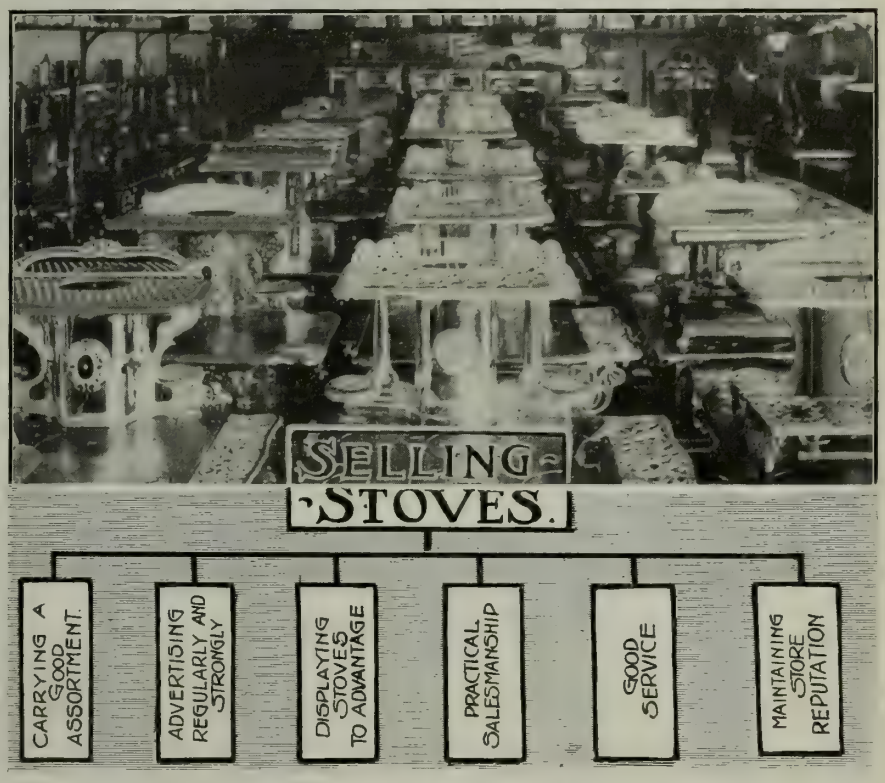
HARDWARE AND METAL

Vol. XXV. SEPTEMBER 13, 1913 No. 37

Handling Stoves on a Strictly Business Basis

Dealers can safely count upon selling a certain number of stoves each year when the department is handled on a thoroughly progressive basis.

The chart of success — Steps which must be taken to insure sales—Experiences of progressive dealers.



The "Chart of Success in Stove Merchandising."

It is acknowledged that the stove department, owing to the keen competition of mail order houses, the difficulties which arise in the making of collections and other causes, is one of the hardest that the dealer in hardware has to handle. The difficulties which arise could be reduced to a minimum, however, by the introduction of what may perhaps best be described as efficiency in management.

All guesswork and uncertainty can be effectually eliminated. It is possible for the merchant who runs his stove department on business lines to know in advance how much trade he can secure and to lay his plans and arrange his buying on that basis. One fall, a certain hardwareman sold twenty-six stoves, including heaters and ranges. There were probably two hundred stoves sold in town that fall and, as there were only three other stores in town handling stoves, it was obvious that the dealer in question had not secured his share of the business. The writer contends that this dealer, reckoning on a normal increase in the amount of business done the following fall, could safely count on increasing his sales to sixty stoves—IF HE PUT THAT DEPARTMENT ON A BASIS OF EFFICIENCY.

Stoves are a necessity and the hardwareman who keeps his ear close to the ground of demand, can pretty accurately determine about how many stoves will be sold in the district he serves in a certain season. Purchasers of stoves follow the lines of least resistance; they buy from the dealer who impresses the value of the stove he offers most strongly. The impressions of the prospective purchaser are gained in various ways. It may be that an ad. in a newspaper turns the scale. A well displayed stove window will often make sales. Perhaps the reputation of a certain firm for fairness of dealing inclines the business their way. The fact remains that the prospective purchaser of a stove is assailed with arguments, in the shape of circulars, advertisements and so on, from all sides and finally succumbs to the dealer who impresses him most strongly.

Another point to be borne in mind is that the buyer is very much in earnest and does not "miss any bets" as the saying is. People realize that a stove is about the most permanent as well as the most used piece of household equipment. If they make a bad selection, they must suffer the consequences for possibly ten years to follow. They are paying out a large sum of money and they want to get 100 per cent., if they can. Accordingly, they are likely to consider every proposition that offers and study each make of stoves. There are some who buy without any reflection out of confidence in the merchant they have always dealt with. But even these customers, have given some thought to the stove question previously. Thus, if a dealer handles his line according to approved methods and fulfills all the dictates of efficiency, he is bound to impress the value of his goods on all prospective purchasers and to gain a share of their attention. He can thus count on getting a full share of the business that is going.

A hardwareman in the city of X ————, called the salesman who had been in charge of the stove department, into his office one day late in August.

"George," he said, "we have got to make a radical change in our methods of selling stoves."

The salesman, taken off his guard, showed signs of temper.

"What's the matter?" he demanded "Our sales are increasing right along. We sell twice as many stoves as any other store in town."

"True," said the merchant, "but we don't sell half as many as we should. Now, George, don't think I am criticis-

ing you. The blame does not attach to you. It's the policy of the store that's at fault. I've been giving some time to this subject and I've made a very interesting and rather startling discovery."

"As you know," he continued, "we have the best hardware business in the city and we get customers for stoves who wouldn't think of going anywhere else. We've been so certain of our ability to draw a good share of trade, that we haven't done a great deal of advertising, nor, in fact, have we bestirred ourselves to get business very much in any way. Luckily, the other stores have done even less and so, not having our reputation to back them up, they've been getting a smaller share of the business right along, and, as you say, we are doing a little better all the time."

"Still," and the merchant reached into a drawer of his desk for a memorandum, "I went into the question of the number of stoves sold in town and the statistics amazed me. I found that over one hundred stoves were sold in this town and the surrounding township last year by the mail order houses. There can be only one explanation for this. We have not been bestirring ourselves to get trade; for, as you know, the mail order house has no chance when the local merchants are on the job. If all the stores in this town were to suddenly waken up and help in the work of enlightening the public, there wouldn't be a stove sold by mail hereabouts. We need not expect that the other fellows will do anything. However, I am going to start in myself and if I don't cut the business of the mail order houses almost down to vanishing point, I'll be very much surprised.

"From now on, George, give your whole time to the stove end of it. Get to know your goods. Dig right down to the bottom of the stove question so that when customers come in, you'll be primed with the most practical information obtainable. People want to find out everything about a stove before they buy it."

He contracted for space in both local papers and a country weekly. Altogether he spent about $300 in advertising his stoves. The stock was given a prominent position in the store and kept in apple-pie order.

The result was just as he had expected. Sales mounted up by leaps and bounds. The gain was made partly at the expense of the other merchants, who had not been urged into any counter efforts by his unexpected activity, but more particularly at the expense of the mail order business. From subsequent investigations, he had reason to believe that catalogue buying had collapsed like a toy balloon after the insertion of a pin.

THE ARRANGEMENT OF THE DEPARTMENT.

Stoves and ranges should never be crowded. Have a comfortable aisle between each row, so that customers can inspect each stove. If possible have each stove on casters so that it can be moved out for close inspection.

Have seats or chairs for the comfort of customers. It takes a long time to close a stove deal in most cases and, in the meantime, customers appreciate a chair to sit upon.

Keep all stock in fresh condition and absolutely clear of encumbrances. The stoves must look at their best, or the salesman is sadly handicapped.

Have department where there is good light. Stoves show up to double the advantage.

If at all possible, have department isolated from the rest of the store. Sales can then be made free of interruption.

The Chart of Success.

Increased sales are assured to the merchant who follows out each step in what might be termed the chart of success.

The first step is to have a well assorted stock. Nothing helps a salesman more than to be able to show the prospect a wide variety. If one style does not suit, another may. Further it prevents the customer in many cases from trying elsewhere. Where the selection is small, the average customer feels that he cannot very well choose. "There may be others that would suit me better," he thinks.

As an additional reason, the public respects the store which carries a good stock. It becomes known that a certain store presents the best selection. This, in itself, will not necessarily create more business for that store; but it means that the majority of interested persons will make their first call at that store.

The second step, clearly, is to supplement whatever reputation the store may have by advertising. It is remarkable how the reputation of a store grows with judicious advertising. What is still more to the point, demand for any article can be stimulated to a high point by playing upon it through the columns of the newspaper.

Tell Them Something.

To the person who is contemplating the purchase of a store, advertisements treating stoves will be of considerable interest. For that reason always put into your copy something that will vitally interest them. A mere assertion of the value of your range or heater, will not do. Tell them WHY. Tell them something about the stove, give them a piece of information they will think over.

The next step is to display the stock properly both in the store and in the window. Have the department prominently placed. See that each stove can be inspected. Have the goods as fresh and shiny as a new plug hat. Make them look worth every cent of the price that you ask.

So much has been said about the need of "practical" salesmanship, that it is not necessary to enlarge on the idea at any length here. It is sufficient to say that any salesman can sell a stove occasionally, but that it takes a practical salesman—a man who knows the article and understands the viewpoint of the

(Continued on page 41.)

A System for Checking Time and Material

T. I. Thomson & Co., Owen Sound, Have Sheets That Are Used by Workmen in the Tinsmithing and Plumbing Departments to Keep Track of Time and Material on Each Job—The Importance of a Proper Checking System.

Keeping a complete record of employees' time is a problem that confronts many hardware dealers who conduct tinsmithing and plumbing departments in connection with their business. The matter is an important one, not only to the dealer, but also to the customer for whom work is done. If a record is not kept, there is every chance for disputes.

The accompanying illustration shows a time sheet prepared by L. Ferguson, manager of T. I. Thomson & Co., hardware, Owen Sound, and used in the tinsmithing and plumbing departments of that firm. Space is reserved at the top of the sheet for name and date. The time column, as shown in the illustration, is divided into spaces of fifteen minutes each.

Four columns are shown on the right hand side of the sheet. These columns are used for checking the class of work being done and spaces are ruled for repair work, shop work, job work, contract work. The workman is supposed to enter on the sheet a full description of the work performed, giving full particulars of all material used and articles produced. Mr. Ferguson states that, by using the time sheet, they have no difficulty in keeping a complete record of time and material used on each job. The sheets are turned in daily by the workmen.

Too much care cannot be exercised in keeping a complete record of all transactions in tinsmithing or plumbing departments.

The failure to charge the correct amount of time to each job often results in loss to the merchant. An overcharge in the amount of time charged to a job will usually end in a dispute with the customer. It is, therefore, necessary to protect both dealer and customer and have some system of time-keeping whereby the time is properly apportioned and charged.

Another very important item that should not be overlooked is a record of material used. It is an easy matter for a workman to forget to charge up some of the materials he has used on a job and it is important that there be a double check on all material sent out. Some firms have regular stock rooms for their tinsmithing and plumbing departments. These rooms are generally in charge of a stockkeeper or clerk whose duty it is to see that a charge is made for all material sent out. The stockkeeper or clerk charges the goods up to the various jobs and the workmen also enter the materials on the time sheets. This gives the firm a double check on all material and there is little danger of goods going out without being charged.

The failure to charge a sufficient quantity of goods or correct amount of time to a job will often result in a considerable reduction of profits.

An illustration and description in Hardware and Metal some time ago showed how one dealer in a small town kept a complete record of time, material, etc., and also figured the exact profit on each job.

Name..... Owen Sound 1913

	Write here a full description of the work performed, giving full particulars of all material used and articles produced	Repair Work	Shop Work	Job Work	Contract Work
7					
15					
30					
45					
8					
15					
30					
45					
9					
15					
30					
45					
10					
15					
30					
45					
11					
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NOON					
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2					
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Form used by T. I. Thompson & Co. for keeping track of tin work.

Many firms have found on investigating the reason why their tinsmithing or plumbing departments were not profitable departments have found that the majority of leaks existed in the loss sustained through not charging up the correct amount of time and material.

Another leak which often exists is the failure to charge up overhead expenses. The latter is a serious leak if allowed to continue and is one that should be guarded against. Every firm should have some system to guard them against loss in their tinsmithing and plumbing departments.

OIL STOVE COMPANY FOR SARNIA

Sarnia, Ont.—It has been announced that the Cleveland Foundry Co., of Cleveland, Ohio, will locate a factory here for the manufacture of oil cooking stoves, heaters and other oil consuming devices. The plant will cost in the neighborhood of $200,000 and will employ about 150 men.

HARDWARE AND METAL

Vol. XXV. No. 37 Toronto, Canada, Sept. 13, 1913 Two Dollars per Year

CROPS ARE SAFE.

Any doubts which have been entertained on the score of the crops have been effectually dispelled. Reports from many districts have been received to the effect that the safety of the crops is now assured.

With a continuance of good weather, the year's yield of wheat will be placed in storage with a minimum of loss. Conditions so far have been practically perfect and the work of getting in the crops has not been impeded in the least degree.

The effect of this satisfactory condition, is incalculable. Business has felt the impetus of a new spirit of optimism. A more active tone is noted all around. Retail business has picked up, manufacturers are showing more readiness to extend operations. With the promise of a good crop fulfilled, there is no reason why prosperity in fullest measure should not again be enjoyed.

Money is still tight; and will continue so for some time. This should not affect general business conditions, however, as the banks can finance all legitimate operations.

STOVES AND THE MAIL ORDER HOUSES.

The stove dealer has been inclined to regard the mail order house as his hardest competitor. He has been harboring a delusion, however. The live dealer need have no fear of the mail order house.

The worst enemy of many stove dealers is their own lack of progressiveness. They do nothing to teach the public the wisdom of buying at home. They even neglect to feature their line of stoves prominently. The result is that the person who contemplates buying a new stove has nothing to guide him and may very easily fall into the error of buying by mail. Under such circumstances, the mail order house gets a lot of business in and around the district to which this unprogressive dealer caters. The latter believes that the business, thus secured is due to the activity of the mail order house when in reality it is due to his own inactivity.

For it is a fact that catalogue buying can thrive only where the local dealers are sufficiently lacking in enterprise to let it grow. As every hardwareman knows, the local dealer has advantages which, if employed actively, reduce mail order buying, to a negligible quantity. If these advantages are used, the catalogue house no matter how active a campaign it may make, will get but a slender share of the business.

BUSINESS IS IMPROVED.

Reports during the past week indicate that there is a better feeling in hardware circles than has existed for some time. Retailers who have been rather pessimistic and have been holding back their orders for fall and winter goods are now coming forward and are ordering without reluctance. Jobbers and manufacturers report that there is a good improvement in sorting orders and some retailers are asking for earlier deliveries on fall goods than the time specified on the booked orders. Up to the present time many of the retailers particularly in Ontario have done as much business or more than up to the corresponding period of last year. In several instances retailers report a large increase to date over the corresponding period of last season.

Many of the optimistic merchants hope to do a larger fall trade this season than last. The approach of fall creates a need for many lines of hardware. These lines are not luxuries but rather absolute necessities. In preparing for a severe winter it is necessary for a property holder to figure on many lines which must be purchased from the hardware trade. There are also many lines needed for use in the home. It is true that in some localities building operations have been curtailed to a certain extent and the demand for some lines will not be up to standard. In districts where these conditions exist, the live dealer can devote a little extra effort on the sale of other lines in order to meet the deficit of any in the builders' department. There are many lines in connection with the hardware trade that are allowed to remain dormant but which if given special attention would prove to be much better sellers than they appear to be at present. There are many lines of builders' hardware which if featured will prove to be ready sellers even though there are no building operations of any account being carried on. Prospects point to a good volume of fall business and the hardware dealer can do a great deal in building up a large volume of trade by entering enthusiastically into the fall campaign and helping along the spirit of optimism which now prevails.

DEVELOPMENT OF LIGHTING.

There has been a movement on foot for the last ten or more years, which has received little attention from the public except in the form of passive recognition of the results which have been achieved. We refer to the work of the illuminating engineer in the direction of improved lighting facilities.

The necessity for proper and economical lighting for public buildings, commercial enterprises and dwellings has long been recognized. Engineers have been striving to find methods of securing the best diffusion of light rays. To bring such light to bear that a room at night could be made as bright as day was an expensive operation and not entirely a satisfactory one, as the light thus obtained was dazzling and hard on the eye. By screening the source of the light, much has been done to make lighting restful. Wide reflecting surfaces are used to diffuse the light and in this way a room can be lighted with a smaller use of power than would otherwise have been necessary and the light obtained, while quite vivid enough, is even and restful.

The results of the research work of the illuminating engineer is chiefly noticed in public buildings, such as theatres and in manufacturing plants. The source of light in the modern theatre is often concealed from sight but the whole interior will be suffused with an even, soft light which throws everything into clear view but is entirely restful.

The idea has not yet been taken up to any extent in private dwellings, owing to the fact that necessarily the fixtures employed in the home are of the cheaper variety. Advances are being made, however, and the time is not far distant when each room will be filled with lights especially adapted for it. Hardwaremen would do well to watch the progress of events in this connection. Where electric fixtures are carried the work of the illuminating engineer will be of supreme interest.

In the meantime, the merchant should consider if the lighting facilities in his store are of the best. The lighting of the store is a matter of importance. Goods are doubly salable when they are shown in a clear light. Also, the faulty arrangement of lights will soon run into money. Perfecting a lighting system is a measure of economy.

POINTED EDITORIALS.

"Crops are safe," is the welcome word from the west.

* * *

It is very rarely indeed that luck plays any part in success. Hard work generally accounts for 95 per cent of success.

* * *

Nothing, says the Junior clerk, pays a bigger dividend on a small investment than politeness. Right: Courtesy is the salesman's first asset.

* * *

Hard work is a good thing for a man. It keeps him on edge and enables him to get farther along on the road of achievement than he would ever have gone without the incentive of continual effort.

* * *

Now that New Art wall paper has been introduced, hardwaremen are beginning to wonder when the hardware line will be effected by the craze for paranoic art. Perhaps we may yet see washing machines with Post Impressionistic patterns on the sides and silverware with Cubist designs.

* * *

A firearm of any kind has an irresistible attraction for everyone. For this reason trap shooting is a popular pastime—a pastime, moreover, which is growing in favor. Hardware dealers would do well to ally themselves with the gun club in their town; or to start a club if none exists.

The Shops Act

THE LOT of the retail merchant is not the easiest in the world. He has plenty to worry him, in addition to the fact that he usually has enough work on his hands to keep him busy twenty-four hours each day. But the Canadian merchant can thank his stars that he is not facing one source of annoyance that has pretty nearly doubled the troubles of the old country tradesman.

An ordinance called the Shop Act is in operation in England, which provides the hours which a store can remain open, fixes the working time of employees and arbitrarily makes provision for a half-holiday one day each week the year around. To make matters worse, no uniform date for the holiday is set and different days are observed in different sections of the country. That confusion results goes without saying.

Exceptions are made in the provisions of the act to allow shops which sell necessities to remain open. What articles can be listed as "necessities" is fixed by the Act. It happens that many articles included in the list are carried by dealers in conjunction with other lines and this fact is seized upon by dealers as an excuse for evasion of the law.

The Act further fixes a certain interval which must be allowed shop assistants for tea, stipulating that the tea hour must be somewhere between 4 and 7 o'clock. An amusing case arose out of this provision a short time ago. It seems that one of the inspectors (the country has been overrun with inspectors since the Act went into force) walked into a store and found an assistant having his tea at a quarter to four. This was such a flagrant infringement of the act that the inspector at once laid a complaint and the proprietor of the store was "haled up." Evidence was given for the defence to show that proper intervals for meals were allowed to all assistants, but, as the solicitor for the defendant pointed out ,there was nothing illegal in an employee who had nothing else to do having tea before the appointed hour, so long as he had the legal interval in addition. The chairman of the bench stigmatised the prosecution as childish, and added that if the magistrates supported the inspector in such a case they would soon be asked to say that an assistant was committing an offence if, during the interval for tea, he declined to eat and drink.

There is an amusing side to everything, even to the Shops Act. If interpreted literally, the act would compel tradesmen to work, eat and sleep according to a schedule as fixed as the laws of the Medes and Persians. We don't just know how the taking of holidays might effect things. As viewed from this distance, it might be an infringement of some provision of the Act.

The Gun Club and the Hardware Dealer

The formation of a club stimulates interest in outdoor sports and wins a large number of devotees — Hardwareman should associate himself with club — Benefits in a business way can be obtained.

Who wouldn't sell guns all the year round? The rapidly growing popularity of trap shooting in Canada must very shortly call to account every dealer in guns and shooters' supplies, and question, "What is your attitude towards these organisations, whose object is the promotion of clay pigeon shooting?" Many hardwaremen have already faced the question, and found it a good proposition to take up. Others are now doing so, and the rest will follow soon.

Because of the small number of people necessary and the little capital required, the formation of the gun club is, undoubtedly, the easiest thing of its kind known. The organisation usually centres around a manufacturer's representative and a few enthusiastic shooters who have either already had a taste of it, or whose experience has made them fully conversant with the sport.

After the organisation has been effected, which is merely the election of a secretary at first, a committee, including the secretary, is chosen, whose main work is the selection of grounds, the purchasing of a trap, and the laying out of the grounds.

It is generally quite easy to secure suitable grounds, as the only requirements are the safety of the passer-by, and clear sky-line so as to make as easy as possible a sight on the flying clay targets. Accessibility is a very important factor. It must be remembered that the personnel of the average gun club is largely made up of doctors, lawyers, clergymen, bankers, merchants, all men whose duties will allow only short periods of recreation, and who cannot take time to go any great distance for their sport.

Out on the firing line.

A few hours a week spent at the traps afford real enjoyment. The disagreeable accompaniment of physical fatigue which results from indulgence in the more strenuous sports is entirely absent. Yet the game is intensely exciting. Steel nerves, quick and unerring judgment, an absolute co-ordination of eye, brain, and muscle, which is the food of the real sportsman, are essential, and need to be keenly developed to attain success.

Trap shooting is the only sport in which men and women meet on equal footing. The rapid increase in the number of feminine shooters has resulted in the manufacture of shot guns of smaller gauges, such as the 16 and 20 gauge. These are, perhaps, easier to handle. But the desire of many of the feminine enthusiasts to be on an absolutely equal footing with their masculine competitors has caused them to prefer the standard 12-gauge gun.

In general the popularity of the sport may be attributed to characteristics found in the most healthy men and women. It satisfies an insatiable desire to use firearms. It allays the incurable "trigger itch." It does not recognise the spectator, for no spectator can resist once he has seen his friends' enjoyment. It's an all-the-year-round sport,

The sport is keenly interesting both to the onlooker and the participants.

as the "clay pigeons" fly every day, rain or shine. It presents to the shooter, in so far as is possible, actual conditions of the field. It appeals to men who cannot spare the time or, perhaps, can no longer stand the trying conditions of

The "puller" at work.

days in the field. It offers an enjoyment equal to that of field shooting to the person who may have an actual distaste for killing, and those who have tried it state that it affords the very best practice for the enthusiastic game shooter.

Trade Should be Interested.

The hardware dealer should interest himself in the work, either by hearty co-operation with the club existing in his locality or by active assistance in the formation and advancement of a club, should none already exist. Around the hardware man should a club centre. The wide-awake dealer finds it a profitable investment to join the club, secure all information regarding prices of traps and targets, and layout of shooting grounds and in many cases even spare a man in the first days of the club to assist in the laying out of the grounds, making all preparations, and adding to the enthusiasm. With an eye to the future he will bring in a light stock of trap loads, two or more trap guns and many of the accessories that go with the game.

The greatest argument for this extra exertion and interest on the part of the hardware dealer consists in the fact that members of the gun club represent the best type of customers entering his store. Further, he knows, upon learning the loads required by trap shooters, that they are standard for a good bit of the field shooting, and that they will never develop into dead stock. This immediately brings to mind the fact that an active gun club will provide a year round outlet for his ammunition. But if he looks even further into the future he sees that, being able to supply the shooters' wants, will create customers for his entire line, and so he stocks a complete line of hunting paraphernalia—for invariably the trap shooter develops into a field shooter. He places at the head of his sporting goods department a man thoroughly conversant not only with the articles but also with their use. Or, if he hasn't got such a man he finds it profitable to see that the head of this department takes an active personal interest, and becomes thoroughly acquainted with the sport.

In short, by an active interest in the local gun club many a dealer has not only made the club a success but he has made his store the rendezvous of the shooters, and has been able, and very easily, to materially increase the sale of one of his most attractive and profitable lines.

HANDLING STOVES ON STRICTLY BUSINESS BASIS.

(Continued from page 36.)

customer through and through—to sell to nine out of ten customers, who are in a position to place an order.

Persons with the most profound learning frequently make the poorest teachers. They cannot impart what they know. The salesman must avoid getting himself into the position of the unsuccessful dominie, burdened with a dead weight of knowledge. He must tell what he knows so that the customer will get the point every time and thoroughly understand it. Eschew technical terms. Put what you have to say into short words—Anglo-Saxon words—the kind of talk that the customer knows.

The final steps can be passed over briefly. Gain a reputation for service and maintain it. When a stove is sold, see that it is installed right. See that the owner understands how to work it. If a stove does not give satisfaction, see that it is fixed at once. To allow a dissatisfied customer to remain disgruntled is equivalent to writing off a substantial share of future business.

OPENING HALIFAX WAREHOUSE.

The Sherwin-Williams Co., of Canada, Ltd., announce the opening of a new warehouse and offices situated at 133 Water St., Halifax, N.S. The warehouse will be open for business Sept. 15, and will carry a full stock of S—W paints, varnishes, stains, colors, enamels, etc. The company have issued an attractive folder announcing the opening of the new warehouse.

Interior of the trap house.

A panoramic view of the Canadian National Exhibition at Toronto, taking in the Manufacturers' Building, Press Building, the Grand Stand, the Dairy and Applied Arts Buildings, and the big fountain. Lake Ontario is just beyond the Manufacturers' Building.

Hardware Goods at the National Exhibition

Manufacturers of Hardware Lines Were Well Represented— Attendance Passed the Million Mark During the Two Weeks—Steps Taken to Enlarge the Scope of the Exhibition.

Toronto, Sept. 6.—The attendance at the Canadian National Exhibition held in Toronto, August 27 to Sept. 6. was the largest in the history of the exhibition having exceeded one million paid admissions. The splendid success of the Exhibition this year means that steps will be taken to provide an even better and larger exhibition next year. The "expansion work" will include an attempt to have a larger number of manufacturers represented.

An effort is being made to have one section devoted to a display of made-in-Hamilton goods and this feature may be taken up by other cities as well.

A large number of firms exhibited merchandise interesting to the hardware trade. The following firms were among the exhibitors:—

The McClary Mfg. Co., London, had a display of ranges, heaters, furnaces, etc., in the stove building, and also a display of gas stoves in the gas building.

Wrought Iron Range Co., Toronto, showing ranges and hotel equipment.

Galt Stove and Furnace Co., Galt, stoves and furnaces.

A. Welch & Son, Toronto, stoves and ranges.

The Gurney Foundry Co., Toronto, had a display of heaters, ranges, furnaces, etc., in the stove building and gas stoves in the gas building.

World's Only Dustless Brush Co., Toronto, dustless brushes.

The Carborundum Co., Niagara Falls, N.Y., carborundum sharpening stones and strops.

Canadian Quality Saw & Tool Works, Montreal, hack saws and blades.

Borden-Canadian Co., Toronto, pipe threaders, cutters and tools.

J. J. Turner & Sons, Peterboro, Ont., tents and awnings.

The Canada Metal Co., Toronto. metals, babbit metals, etc. This firm had an attractive electric sign representing a man pouring babbit metal.

Brantford Roofing Co., Brantford, roofing and roofing products.

Gundy-Clapperton Co., Toronto, cut glass.

D. K. McLaren Co., Toronto, belting and leather supplies.

The Garlock Packing Co., Hamilton, packing and gaskets.

MacDonald & Sons, Toronto, pipe tools and dies.

W. M. Crane Co., New York, gas ranges and heaters.

Gilbert & Barker Mfg. Co., Springfield, Mass., gas furnaces.

Detroit Stove Works, Detroit, Mich., gas ranges.

Geo. M. Clark & Co., Chicago, Ill., gas ranges and heaters.

Emery Specialty Co., Brantford, sharpening stones.

The Beaver Co., Ottawa, beaver board.

Imperial Varnish Co., Toronto, wall finishes and paints.

The Pedlar People, Oshawa, sheet metal goods and garages.

Canadian Meter Co., Hamilton, gas meters.

The Meek Oven Co., Newburyport, Mass., gas appliances and ovens.

Dyer Fence and Supply Co., Toronto, fencing and gates.

The National Cash Register Co. showed kinemacolor pictures free in their lecture hall at the Exhibition. An exhibit was also shown in the Manufacturers' Hall.

Schultz Bros., Brantford, had an exhibit in the shape of a portable house which attracted a great deal of attention.

The Asbestos Mfg. Co., Lachine, Que., asbestos products.

The Spramotor Co., London, sprayers.

Ontario Wind Engine and Pump Co., Toronto, gasoline engines and drilling machinery.

Gilson Mfg. Co., Guelph, gasoline engines.

The Canadian Fairbanks Morse Co., gasoline and electric engines, machinery and scales.

Louden Machinery Co., Guelph, hay carriers, litter carriers and fixtures.

Canadian Potato Machine Co., Galt, cattle stalls and machinery.

The Renfrew Machine Co., Renfrew, gasoline engines.

D. Maxwell & Sons, St. Mary's, washing machines, lawn mowers, churns and machinery.

The Heeney Mfg. Co., Muncie, Ind., vacuum cleaners.

J. Samuels, Toronto, ash sifters.

McFarlane Ladder Works, Toronto, step, straight and extension ladders.

Lay Whip Co., Rock Island, Quebec, whips.

Beatty Bros., Fergus, ladders, washers and pumps.

The Canadian Acme Weatherstrip Co., Toronto, weather strips.

Gifford-Wood Co., Hudson, N.Y., ice tools and machinery.

M. F. Beach, Winchester, chemical closets.

The Tocan Mfg. Co., Dundas, wire goods and specialties.

Channell Chemical Co., Toronto, O-Cedar dustless mops, brushes and polishes.

Clements Mfg. Co., Toronto, Cadillac vacuum cleaners.

The Regina Co., New York, N. Y., vacuum cleaners.

Benjamin Moore & Co., Ltd., Toronto, paints and wall finishes.

The Premier Cream Separator Co., Toronto, cream separators.

The 1900 Washer Co., Toronto, washing machines and wringers.

One Minute Washer Co., Toronto, washing machines.

Globe Metal Polish Co., New York, N.Y., metal polishes.

Dustbane Mfg. Co., Toronto, sweeping compound.

Gutta-Percha and Rubber Mfg. Co., Toronto, rubber hose, packing and rubber goods.

Standard Ideal Co., Ltd., Toronto, plumbing goods.

Hamilton Stamp and Stencil Co., Hamilton, stamps and stencils.

Keith's, Ltd., Toronto, electrical fixtures.

The Canadian Writerpress, Hamilton, writerpresses.

Shurley-Dietrich Co., Galt, circular and band saws, cross cut, hand saws, saw tools and supplies.

Standard Sanitary Mfg. Co., Toronto, plumbing goods.

Dunlop Rubber Co., Toronto, rubber goods.

Autographic Register Co., of Canada, Ltd., registers.

Eureka Refrigerator Co., Toronto, refrigerators.

The Jas. Morrison Brass Mfg. Co., Toronto, engineers' supplies, brass goods, fittings, tools and plumbing goods.

Cummer-Dowswell, Ltd., Hamilton, washing machines, wringers, mangles, power washers.

Invincible Renovator Co., Toronto, vacuum cleaners.

Onward Mfg. Co., Berlin, vacuum cleaners and sliding shoes.

Zimmer Vacuum Machine Co., Toronto, vacuum cleaners.

Watson Smith Co., Toronto, screen doors and windows.

The Dominion Mfg. Co., Toronto, vacuum cleaners.

Chamberlain Metal Weatherstrip Co., Toronto, metal weatherstrips.

Crown Electric Mfg. Co., Brantford, electrical goods.

Northern Electric and Mfg. Co., Toronto, electrical goods.

Chadwick Brass Mfg. Co., Hamilton, brass goods and electrical fixtures.

S. F. Bowser & Co., Toronto, self-measuring pumps.

The Moffatt Stove Co., Weston, stoves and ranges

Hall Zryd Foundry Co., Preston, stoves and furnaces.

A. Ramsay & Son, Montreal, Que., paints and varnishes.

Pratt & Lambert, Inc., Bridgeburg, Ont., varnishes and enamels.

Berry Bros., Walkerville, Ont., varnishes and wood finishes.

The Doherty Mfg. Co., Sarnia, heaters and ranges.

Canada Malleable and Steel Range Co., Oshawa, ranges.

Burrow, Stewart & Milne Co., Hamilton, stoves and ranges.

Clare Bros., Preston, stoves, ranges, and furnaces.

Pease Foundry Co., Toronto, boilers and furnaces.

Radiant Electric Mfg. Co., Grimsby, electrical appliances.

American Metal Polish Co., West Somerville, Mass., metal polishes.

National Electric Heating Co., Toronto, electrical appliances.

The Wm. Buck , Stove Co., Ltd. Brantford, stoves, furnaces and hotel equipment.

Dennis Wire & Iron Co., London, steel lockers and cages.

Royal Polishes Co., Montreal, polishes.

Domestic Specialty Co., Hamilton, polishes.

Ware Mfg. Co., Oakville, aluminum cooking utensils and specialties.

SoClean, Ltd., Toronto, Soclean sweeping compound.

Major & Co., Hull, England, polish, wax, etc.

Tallman Brass and Metal Co., Toronto, brass goods, metal specialties, babbit metals.

Hudson Bros., Toronto, aluminum utensils.

Cooke & Boulton, Toronto, wax and wood finishes.

Thompson Kanuck Kabinet Co., Belleville, kitchen cabinets.

The Automatic Electric Cook Stove Co., Toronto, electric cooking stoves.

The Collins Mfg. Co., Toronto, sprayers, registers and metal specialties.

Canadian Hotpoint Electric Heating Co., Toronto, electrical appliances.

Canadian Oil Co., Toronto, paints, oils and varnishes.

Randall Bros., London, England, paints, etc.

Peerless Cooker Co., Berlin, fireless cookers.

Imperial Oil Co., Ltd., oils, coal oil stoves and lamps.

D. J. Barker & Co., Picton, heaters and ranges.

The Bowman Gas Range Co., Toronto, gas ranges.

Waldon Co., Ltd., Toronto, radiators and heating equipment.

The Canadian Heating and Ventilating Co., Owen Sound, heaters and ranges.

D. Moore & Co., Hamilton, heaters and ranges.

Hamilton Stove and Heater Co., Hamilton, stoves, furnaces and hardware.

The Supreme Heating Co., Welland, ranges.

The Harriston Stove Co., Harriston, heaters and ranges.

The British Aluminum Co., aluminum sheets and bars.

Henry Disston & Sons, Toronto, saws and saw tools.

The Standard Silver Co., Toronto, cutlery, silver plated ware and sterling silver goods.

Central Hotiron Co., Binghampton, N. Y., gas irons.

Diamond Cleanser Mfg. Co., Toronto, cleanser.

J. E. Richardson & Co., Toronto, letters, numbers and signs.

Barr Registers, Ltd., Trenton, registers.

Malott Weatherstrip Co., Toronto, weather strips.

National Mfg. Co., Ottawa and Brockville, cream separators.

De Laval Separator Co., cream separators.

Dominion Register Co., Ltd., Toronto, showing McCaskey account systems.

Selling Tools by Strong Display Methods

Prominence should be given to tools in store windows—The appeal is wide and is by no means confined to mechanics—New tools should be featured—The important part that showcards play.

Written for Hardware and Metal by David D. George.

A retail hardware merchant in a good-sized town recently related an incident which goes to show the pulling power of a good window display and how an article well displayed will linger in the mind of a prospective purchaser.

During fair week the dealer displayed among other tools in his store window, a new style of breast drill which had several outstanding features. In addition to displaying the drill he also used a show card which pointed out the new features to be found in the drill. He did not receive any enquiries during fair week but he received several later on. The one he wished to emphasize, however, was an enquiry he received at the next annual fair when a mechanic from another town entered the store and asked to be shown the drill which had been exhibited in the store window a year before. He stated that he had been favorably impressed with the appearance of the drill and the new features as outlined on the show card but at the time of the display his finances would not permit him to make a purchase.

This little incident goes to show that, although immediate results are not always forthcoming, there are often people interested who will purchase later.

A good display of tools will usually attract considerable attention from passers-by. Nearly all men appear to be interested more or less in mechanics' tools and a good display interests them. The mechanic, professional and business man usually take great interest in some particular line of tools. The auto or motor-boat owner is very much interested in wrenches, pliers, and other tools which prove handy around the auto or boat. Business and professional men often have a hobby of some kind in which the use of tools plays an important part. The carpenter is always interested in carpenters' tools, the mason or cement worker in the tools needed for the class of work he is called upon to do. The machinist is a user and purchaser of fine machinist tools. The blacksmith is also interested in many of the lines of tools usually carried in hardware stores. The laborer is interested in picks, crowbars, shovels, etc. The electrician is now a big purchaser of tools. Almost every man is a prospect.

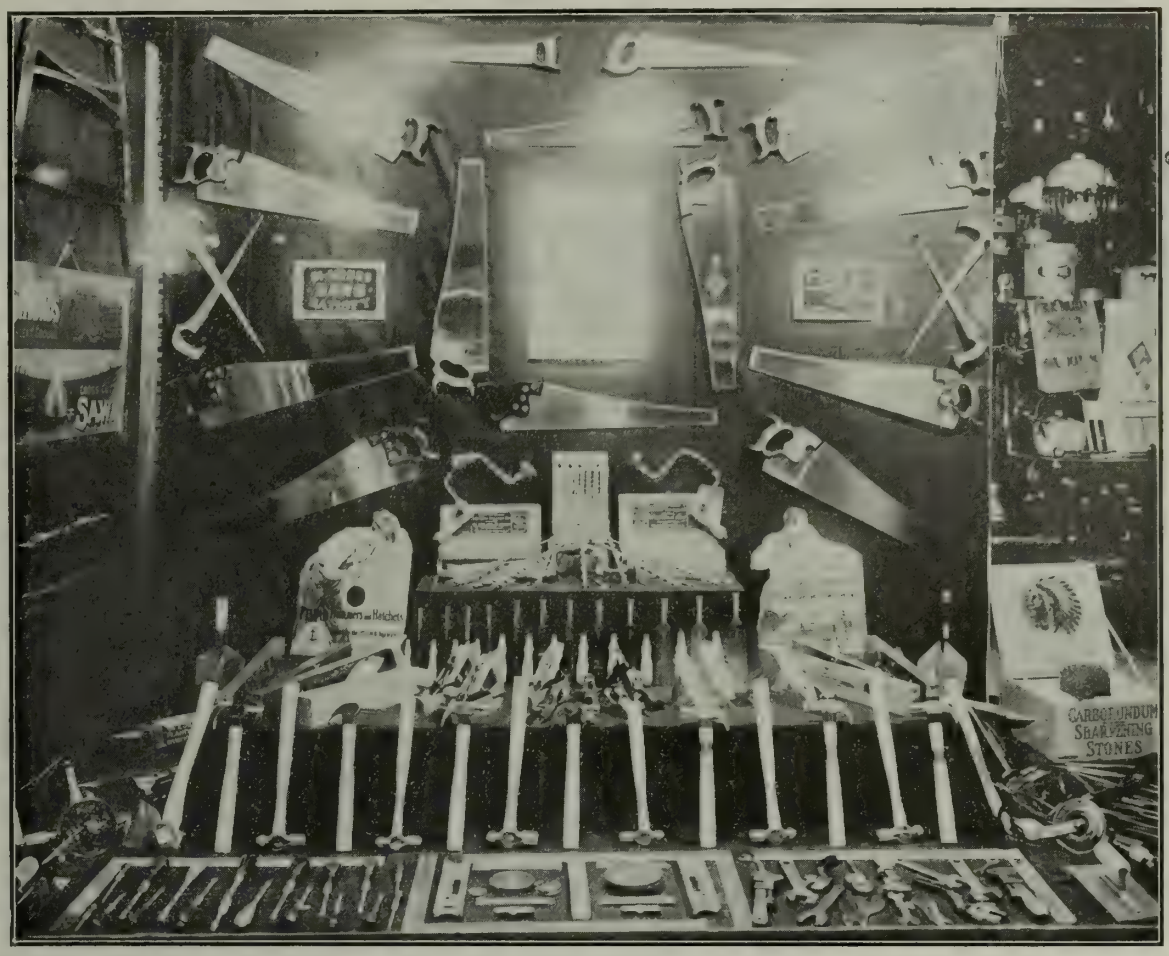
New tools are constantly being added to the already large selection of various kinds on the market. Manufacturers and jobbers are showing and selling the new lines to the retail trade and the public naturally look to the retailer to show the new lines to them.

One of the best methods of displaying tools and of showing new lines has proven to be the show window. A firm who have worked up an exceptionally large trade in tools during the past four years admit that most of their trade has been worked up by judiciously using their show window. The firm in question have two windows one of which always contains an assortment of tools. The displays are changed weekly and the tools are always kept in a bright and attractive condition. They are well oiled to prevent the accumulation of rust. It is quite a common occurrence to see numbers of mechanics surrounding this window during the noon hour and evening. The firm do a large tool trade on Saturday nights as a result of the window displays.

Whenever a new tool is placed in stock it is featured in the show window accompanied by a show card, giving full instructions, regarding the uses and working of the new tool. The firm use newspaper advertising as well and in their ads they always point out the fact that the goods advertised are on display in the store window.

Whitten's Hardware, Bracebridge, Ont., are another firm who believe in good window displays. The accompanying illustration shows a tool window display arranged by E. A. Whitten. The display showed up exceptionally well and the goods were not crowded. Overcrowding is a bad feature in connection with a tool display. It is much better to have fewer tools on display and have them studied by onlookers than to have a large number of tools crowded into the window, thus forming a mass which is often looked over hurriedly.

The fall is a good time for the display of brass goods of the description shown in the illustration.. Grates and grate fixtures are a good selling fall line. This window in the store of McKinley & Northwood, Ottawa, brought good results.



A Commendable Display of Tools in the window of the Whitten Hardware Co., Bracebridge. Trimmed by E. A. Whitten.

Show Cards Needed.

In displaying tools, there is great scope for the use of show cards. There are so many points of interest about each tool that the window dresser should have no difficulty in picking out many interesting little talking points. Take for instance a claw hammer of good quality.

There are many points in connection with the construction, quality and finish of a hammer and yet how often we see them displayed without any of their superior qualities pointed out to prospective hammer purchasers. Special features are found in planes, rules, saws, chisels, braces, auger bits, sharpening stones and other lines of high quality tools and yet in many cases these goods points are overlooked and are not studied or pointed out by the salesmen. Every high grade tool is worthy of considerable study and, if studied, will show many interesting features. These features should always be pointed out to the customers, not only to the customer in person, but also to the general public when the goods are displayed in the store window. The casual observer will often overlook many of the selling points which are to be found on a high grade tool.

The old impression that only mechanics were interested in tools has died out and a large business is now being done with men who have a hobby for tools, but who are not full-fledged mechanics by any means. The show window should always play an important part in the introduction of new tools. It may be that there will not be an immediate response from those desiring the tools but it has been proven that enquiries have often been made several months after the displays have been made.

NEW CANADIAN PATENTS.

Among the patents recently registered in the Canadian Patent Office are the following:—Lantern, F. A. Winterson, J. Rennie and C. L. Hervey, Montreal, Que.; motor cycle, S. A. Griggs, Waterville, Ont.; hammer and screw driver, Austin Hilliard, Henton, Alta.; wall-paper display stand, H. C. Jarvis, Toronto; stove, A. W. Langford, Winnipeg, Man.; stall post, Geo. Maud, Fergus, Ont.; baby jumper, G. W. Morey, Toronto; can opener, T. G. Priestland, Hamilton, Ont.; frying pan, A. E. Trentowsky, St. John, N.B.; sounding device, F. A. Warner, Halifax, N.S.; knob spindle, Canadian Yale & Towne, Ltd., St. Catharines, Ont.; mop holder, F. Henschell and A. E. Dixon, Edmonton, Alta.; vulcanizer, J. D. Clemence, Hamilton, Ont.; hat and coat hook, P. Garant, Wobourn, Que.; pastry cutter, J. A. Houle, Montreal, Que.; brush, J. E. Sargent, Halifax, N.S.; burial casket, F. L. Frappier and Bruno Legault, Montreal, Que.; pump, Wm. Richmond, Winnipeg, Man.; stove, W. E. Shore, Toronto; weather strip, A. E. Brooks, Toronto; horseshoe, A. W. Crane, Toronto; horseshoe, A. Hilliard, Henton, Alta.; hot air register, G. T. Houghtby, London, Ont.; horseshoe and caulk, A. W. Kemp, Toronto; quilting machine, Wm. Stiggles, Toronto; hot air register, C. E. Stewart, Woodstock, Ont.; needle valve, A. Wait, Hamilton, Ont.

What Other Hardwaremen Do

Fishing Contest Stimulates Trade in Fishing Tackle—Hardware Firm Issues Catalogue and Conducts Guessing Contest—Special Sale Day for Ladies — Car Fare Paid for Cash Customers — Conducting Roofing Campaign in the Fall.

CAR TICKETS FREE.

The Turner-Hicks Hardware Co., Calgary, Alta., have been conducting a hardware sale. Saturday, August 30, was selected as ladies' bargain day and many lines of household goods were specially priced. The firm offered to pay the car fare of all purchasers of hardware. Car tickets were given with all cash purchases.

FORMS OF CONTESTS.

Guessing contests appear to be quite popular in some sections of the country and a number of hardware firms have recently conducted contests of various kinds. Some consisted of guessing the number of beans in a bottle, length of time a clock would run, number of pieces of a bicycle contained in a box, etc. Another plan although not often used is to have customers guess the length contained in a ball of wrapping twine. In one or two places where this plan has been tried out, it has been found that many of the customers will purchase twine for the purpose of measuring it. Another plan is to fill a large bottle with water. The bottle is then placed in the window in an inverted position and a small hole made in the stopper to allow the water to drip. Customers are then allowed to guess the length of time it will take to empty the bottle.

SELLING FOR CASH NOW.

Dickey and Anger, "the hardware men," Govan, Sask., have introduced the cash system, effective Sept. 1. Thev are also emphasizing the fact that they will sell for cash at prices as low as any prices quoted by the catalogue houses. They will forfeit $5 in cash on any occasion if they refuse to meet catalogue competition. The following is their proposition:—

On and after September 1st our hardware business will be conducted on a CASH BASIS until spring. Because of the large amount of goods we have been compelled to give on credit this season we have found it impossible to give any credit after the date mentioned. Our first intention was to extend the credit period until October 1st, but owing to the financial stringency we have found this impossible. We have every confidence in our customers and believe that all appreciate our efforts to give them credit during this one of the tightest financial years in the history of the West, and now that we are selling our goods at the lowest possible prices for cash, that they will return the favor by making their cash purchases from us. We believe that every customer will, between Sept. 1 and spring, be able to secure sufficient cash to purchase for cash.

Just to Convince the Skeptical

if such there might happen to be, and to prove what we have said, listen to this fair proposition,

A Fair Proposition.

For the same class of goods, take Winnipeg Catalogue House prices plus freight and expenses. Compare this with our cash price for our goods in our store here, and every time we will not meet this cost of purchasing for cash from the Catalogue House we will forfeit $5 cash. If you are not satisfied with this we will meet the Catalogue House price, F.O.B. Winnipeg.

FALL ROOFING CAMPAIGN.

A Northern Ontario hardware firm have started a fall campaign for the sale of roofing. They are working the district systematically, and are using considerable newspaper space. This is the season of the year when there should be an exceedingly large sale for roofing materials. The approach of fall and the wet weather makes the property owner think of the leaks in the roof of his buildings. While the property owner is in this mind, the hardware merchant should commence his campaign in earnest. Roofing is a profitable line to handle. The profits are liberal, and the line is easily handled. There are many hardware merchants who are selling several hundred rolls of roofing every fall. Are you getting your share of this business? It pays to go after the roofing trade. Many farmers will purchase large quantities of roofing this fall. Some of the orders will run from 50 to 100 squares of roofing. Orders like these are worth going after. Do not sit still and wait for the customers to come in and ask for the goods. Introduce some system whereby you can reach out and draw prospective purchasers of roofing to your store. The mail order houses are now shipping large quantities of roofing. The farmers are sending in their money before they receive the goods. Many of the farmers are several hundred miles away from where the mail order house is located. Surely the local dealer has many advantages over the mail order house, and can secure much of this trade. It is not the price that secures the orders for the mail order house. It is the fact that the mail order houses go after the business. Many of the lines sold by the mail order houses are equally as high, or higher, in price than goods of the same quality which are being sold by the retail hardware trade. It appears to be a case of business going to the firm which goes farthest to meet it.

SPLENDID RESULTS OBTAINED.

T. A. Squire, hardware merchant, Brantford, Ont., recently conducted an

advertising campaign and contest for the purpose of creating an interest and making sales in fishing tackle. The campaign has proven that even in localities where fishing conditions are not all that could be desired a large business can be done.

In a letter to Hardware and Metal, Mr. Squire states that this season's business so far has been the largest in the firm's experience and, although the season is practically over, the demand for tackle is still keeping up well. The firm attribute this solely to the advertising campaign and contest which they inaugurated and judging from results this year they anticipate a still larger and better business next year. Mr. Squire states that the results were attained in the face of adverse circumstances, viz.: The fishing being extremely poor in the vicinity of Brantford.

GUESSING CONTEST FOR SALE.

F. E. Hendershot, hardware merchant, Mount Forest, Ont., is conducting a guessing contest along with his two-weeks' semi-annual clean-up sale. A jar of beans is on display and each customer making a purchase amounting to 50 cents is entitled to a guess. The guesses are to be made by the customer before leaving the store and marked in slips provided for the purpose. The prize offered is a three-burner coal oil cooking stove complete with oven and valued at $14.

The customer guessing nearest the correct number of beans in the jar will receive the stove on Sept. 22. In case of a tie the earliest guess is to be the winner. The terms of the sale are strictly cash.

The firm have had printed for distribution a large number of hand bills on which are illustrated, described and priced the lines of goods on sale.

The firm have also issued their first annual catalogue consisting of 64 pages in which are illustrated and described the many lines of goods carried. The catalogue has been gotten up with a view to enable the farm trade to send in their orders by mail or messenger and also to enable the farmer to have before him a catalogue containing prices and descriptions of the lines of hardware generally required by the farm trade. One page is devoted to featuring "Hendershot's Housecleaning Helps," and many lines needed for housecleaning purposes are enumerated and priced.

On the back page of the catalogue a list of 200 stove purchasers is shown and prospective purchasers are requested to make enquiries regarding the stoves purchased by those whose names appear on the list.

Suggestions for Seasonable Windows

Foot warmers for use in automobiles and carriages are good fall and winter sellers. It is a good plan to get prospects interested early in the season. A good window display creates enquiries.

September weddings call for cutlery, cut glass, silverware, brass and copper goods, electrical specialties, etc. There are many people looking around at the present time. They would doubtless be greatly interested in a display of wedding gift suggestions.

The approach of cool weather will cause a need for stoves, stove pipes, coal hods, fire clay, elbows, small heaters, etc. These lines can be attractively arranged in a window display. Customers should be advised to be prepared for the cold weather. The use of show cards will prove valuable in pushing the sale of these lines.

A large number of buildings including many residences are now nearing completion and a large amount of finishing hardware will be needed. Many property owners or builders do their own purchasing and they are now looking around for suggestions. An attractive window display of builders' hardware will help you to land some of the contracts.

A good window display of guns and ammunition will attract considerable attention at this season of the year. Hunting scenes can be arranged. Manufacturers of guns and ammunition will gladly supply attractive posters and advertising matter. An early start will help to a great extent in securing a large share of the fall hunting goods business.

Arrange a window display occasionally for the farm trade. The farmer will soon be purchasing cow chains, fasteners, hinges, hangers, roofing, glass, etc. The present is a good time to feature lanterns, lamps, burners, etc. It is not too early to start featuring cross-cut saws, hand saws, etc. Get the interest of the prospects early in the season and they will generally prove to be buyers later on.

The fall house-cleaning season is a good time to push the sale of many lines of woodenware. These lines can be placed before the public by using the store windows. A good display of woodenware is always interesting to the house-wife particularly if prices are shown. There are so many lines of woodenware that it is an easy matter to arrange a very attractive window in which woodenware lines only are featured.

The approach of fall and winter reminds of the many high winds which are customary during those seasons. Slamming doors, draughts and other inconveniences can be stopped by using door checks. The door check line is a good one to feature in the fall. Use your show window to place this line before the public.. A model in working order displayed in the window will prove a centre of attraction. A good display of checks can be arranged. A number of show cards should also be used along with door check displays.

Paint is another line which should be featured during the fall. Window displays will help to stimulate the demand for painting materials. Among the popular sellers at this season of the year are linoleum and floor finishes, stove pipe enamel, carriage paint, wall finishes, outside paint, etc. The fact should be emphasized that paint preserves property. This may be accomplished by using show cards.

Many people have returned from the summer resorts and are now getting their homes in order for the approaching winter. These people are good prospects for the sale of dustless mops, dustless dusters, vacuum-cleaners. A good window display of these lines will help to create sales.

Biographical

Mainly About the Men Who Call on the Hardware Trade in Canada

A Salesman Who Carries Weight in Trade

THE term "aldermanic girth" is so generally used that one always associates the holding of a municipal office with unusual physical proportions. It may reasonably be assumed, therefore, that administrative ability goes with avoirdupois and that energy toward elevation is the counterpart of embonpoint. If such a presumption be presumable, then the time is not far distant when W. T. Fleming will be Mayor of Belleville, or, who knows? an Ontario Cabinet Minister. For if W. T. Fleming's capacity for administrative work is in direct ratio to his girth, then the aforesaid capacity stacked up against that of Sir William Mackenzie, for instance, would make the little giant of railroad development look like a junior clerk.

For W. T. is a big man. One realizes the paucity of the English language when it is found necessary to use the word big in describing W. T. Fleming. Perhaps the best way to go about it is to say that Arthur Hellems, of Canada Paint, is a mere bantam by comparison. At his very best W. T. tipped the scales at 287, and that, as the old Kentucky colonel said to his darky servant, is "tol'ble hefty." Recently he has been sick, and has lost quite a little weight.

However, weight is no handicap to W. T. Fleming. He is and always has been a devotee to outdoor sports. Put up any long-legged man, with no weight worth mentioning to carry, against W. T. in a foot race and the chances are that the hefty man will get over the tape first. He is strong on all aquatic sports, and can swim and paddle a canoe like another Uncas. But it is as a fisherman that he shines chiefly. If there are any fish left around Rice Lake, they are old, experienced, wily fellows who have learned to resist the temptation to snap at worms and minnows; otherwise, W. T. Fleming would have had 'em long ago. He is an Izack Walton brought up to date.

The subject of our sketch has been a paint salesman for thirteen years, and for the most part has worked the same ground, Eastern Ontario. Consequently, he has become one of the best known men on the road, and has friends and social connections in all sections of the East. He has been connected with several firms during the time that he has been on the road. He was first with the Imperial Varnish Color Co., then with the Martin-Senour Co., and is now covering the eastern part of Ontario for Brandram-Henderson, Limited. He has always been known as an enthusiast on the subject of paint. Give W. T. Fleming half an hour with a man whose property needs paint, and by the time he gets through the negligent property-owner will be convinced of the necessity of kalsomining his barn and enamelling the hen-coop, as well as completely renovating the house. That he is an enthusiast is demonstrated by the fact that he puts up paint signs on his summer cottage at Rice Lake.

When a travelling salesman is well liked by his competitors, it is a sure sign that he is perfectly fair in his dealings, and is a good fellow. Everyone has a good word for W. T. Fleming, so we have no hesitation in ascribing to him the qualities of fairness and good fellowship. To that may be added an unusual degree of skill as a salesman.

Wm. T. Fleming and Daughter.

MR. FULLER GOES TO NEW YORK.

Henry J. Fuller, president of the Canadian Fairbanks Morse Co., Ltd., has recently been appointed vice-president of Fairbanks, Morse, & Co., whose headquarters are in Chicago, Ill. Mr. Fuller will be located in New York, and will be in charge of the Eastern field. While he will continue to be president of the Canadian Fairbanks, Morse, Co., Ltd., he will reside in New York, and will attend to the Canadian end by periodical trips to Montreal.

In his absence, C. G. Drinkwater, who has recently been appointed vice-president of the Canadian Co., will be in charge of sales in Canada.

During his stay in Canada, which has been extended over a period of some 15 years, Mr. Fuller has taken a keen interest in all financial affairs, and now acts as director of a number of Canadian firms.

Catalogues and Booklets

Warm Air Furnace.

R. J. Schwab & Sons Company, Milwaukee, Wis., have issued their eighteenth illustrated and descriptive catalogue showing their lines of warm air furnaces. The catalogue contains considerable information regarding heating and ventilating. Full descriptions and illustrations of the Schwab line are given, and also some useful information regarding furnace management.

Cider Mills and Threshing Machinery.

Hergott Bros., Mildmay, Ont., have issued catalogue No. 10, illustrative and descriptive of their line of cider mills, threshing machinery, thresher supplies, etc. The catalogue consists of 32 pages, and is attractively gotten up.

Brick Fireplaces.

Thomas Moulding Brick Co., Chicago, Illinois, have issued a very attractively gotten up catalogue illustrating and describing their various lines of brick fireplaces. The illustrations are shown in colors, and many designs are illustrated. The firm have also issued a supplementary catalogue of andirons, grates, dampers, and fireplace appurtenances in wrought iron, brass, and copper.

Windshields.

Tallman Brass and Metal Co., Hamilton, Ont., have issued an illustrated catalogue showing their line of windshields, carburetors, pumps, spark plugs, etc. The catalogue is attractively gotten up and consists of 20 pages.

S—W—P Folders.

The Sherwin-Williams Co., of Canada, Ltd., have issued a very attractive folder announcing the opening of their new warehouse in Calgary. They have also issued an attractive folder announcing the appointment of T. McAvity & Sons, Ltd., St. John, N.B., as their New Brunswick agents and distributors. Notices regarding the new warehouse and the appointment of their New Brunswick representatives appeared in recent issues of Hardware and Metal.

Copper and Nickel Ware.

"Hardware and Metal" has received a catalogue from the W. H. Sweeney Mfg. Co., Brooklyn, N.Y., in which is illustrated and described their lines of copper and nickel ware, including chafing dishes, tea and coffee pots, kettles, cuspidors, trays, oval and round, crumb trays, pudding dishes, etc. The firm have also issued supplement "D" illustrating several new lines, including shaving mirrors and stands, casseroles, pudding dishes, fern dishes, strainer and drip plates, and other lines. Another catalogue issued recently is a special catalogue of bath-room fittings, showing many designs in brass nickel-plated ware.

First Edition of "Paint Salad."

The Martin-Senour Co., Montreal, have served the first dish of "Paint Salad," a booklet to be published once a month in the interest of Martin-Senour dealer-agents and their retail salesmen, and devoted to paint industry, selling activity and a dash of humor. Frank H. Brown is editor of the new paper. The first issue contains an announcement of a contest for Martin-Senour dealers and their employees, in which prizes are offered for "Sales Talks," to be judged by force of argument; "Country Fair Displays," to be judged by practical attractiveness; "Window Displays," to be judged solely on practical attractiveness. The judges of the contest are H. M. Reid, Montreal manager of "Hardware and Metal"; F. C. Wilkes, Montreal manager of "Canadian Hardware and Stove Journal."

Stamped, Pressed, and Forged Oddwork.

J. H. Butler, Ltd., Wolverhampton, England, have issued a catalogue of stamped, pressed and forged oddwork, containing illustrations and descriptions of shelf brackets, cornice slides and plates, latches, garden rakes, trowels, spout brackets, casement stays, hasps and staples, trunk hasps and clasps, chest handles, and numerous other small stamped articles in iron.

Blasting Powder.

A. S. Hunter, Durham, Ont.—"Please advise, through 'Hardware and Metal,' manufacturers of stumping and blasting powder in stick form."

Dominion Explosives, Ltd., Ottawa, Ont.; Canadian Explosives, Ltd., Montreal, Que.—Ed.

Waste Cans

A. M. Bell & Co.—"Kindly advise us of manufacturers of Safety Waste Cans."

Jas. Morrison Brass Mfg. Co., Toronto; Thos. Davidson Mfg. Co., Montreal; McClary Mfg. Co., London, Ont.—Ed.

Burlap.

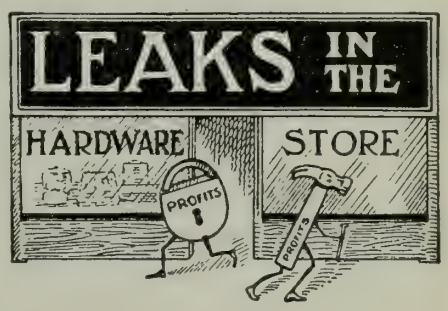
Frank Dafoe, Madoc, Ont.—"Please advise us of a firm manufacturing burlap for decorating purposes."

Dominion Oilcloth Co., Montreal, Que; G. F. Stephens & Co., Winnipeg; Winnipeg Paint & Glass Co., Winnipeg.—Ed.

Church Bells.

A. M. Bell & Co., Halifax, N.S.—"Do you know any firms manufacturing Church bells?"

Jas. Morrison Brass Co., Toronto; C. O. Clark & Bro., Cote, St. Paul, P.Q.; Taylor Forbes Co., Guelph; Wm. Kennedy & Sons, Owen Sound; Meneely Bell Co., N.Y.; E. W. Van Dusen Co., Cincinnati, O.—Ed.



The season for selling screen doors and windows is practically over and no doubt every hardware dealer has in his possession a few lines which have been left over. These lines will not be needed until next spring and will be in the background for the next six months. Screen doors and windows are easily damaged and if not properly stored and protected the chances are that the dealer will find that he has several damaged doors or windows on his hands next season.

One merchant who did not pay much attention to the storing of his screen doors last year found in the spring that he had six damaged doors on hand. The wire had been badly damaged and the cost of re-wiring was almost as high as the cost of new doors. If left unprotected, the wire and frames become dull in appearance and will not pass for first-class goods. The lines carried over should be stored in a dry place and covered over with canvas or building paper. It is a good plan to take stock of these lines before covering them up and keep the stock card for stocktaking purposes or for reference in placing the spring order. This eliminates the necessity of removing the covers and rehandling the doors during the winter. The loss of six doors through careless storing or handling helps in a large degree to reduce the profits on the line.

A Person and a Personality

¶ Seneca, a great Roman writer and philosopher, once said, "We complain that life is too short, yet we live each day as if it were a thousand years."

¶ The life of the average individual is principally occupied in rendering excuses, making explanations, and in listening to idle gossip.

¶ The average man makes but little of his chances, which assertion is proved by the fact that a few men in one day of eight hours often accomplish more than many men in a lifetime of seventy years.

¶ Life is simply a matter of concentration. You are what you set out to be. The things you read to-day and the things you think to-day are the things you become to-morrow. You are a composite of the things you say, the books you read, the thoughts you think, the company you keep and the things you aspire to become.

¶ So, then, here is a recipe for improving the individual and evolving your life into success. Time is your only asset. Each moment is a golden treasure and the way you spend it shapes your life as an individual.

¶ If you would simply devote thirty minutes of each day to the study of some splendid idea, to the improvement of your mind, in obtaining a more accurate knowledge of your business, in studying the thoughts of some great man who has left the world better because of his having lived, in search of the secret of the success of great business men, you would in ten years' time evolve into a giant of intellectual strength with power to follow any plan or idea to final and positive success.

¶ That is what you can actually do through the right investment of thirty minutes of each day.

¶ Time knows no prejudices, makes no promises, keeps no records and asks no questions. You are here for a purpose and each moment you spend foolishly or frivolously is lost for all time—simply thrown into the waste-basket of indifference. You come into this world from an eternity of which you know but little, watch the hour hand on the face of time for a little while and return to that eternity from which you have come.

¶ Unless you know the value of each moment as an investment, each day that passes is only a stumbling block that sends you blundering on into the indifference, helplessness and decline of old age.

¶ Then the question is—what are you going to do with each hour and what are you going to do with life? Are you going to drift through its wealth and beauty, satisfied with your inefficiency, incompetency, idleness and ignorance? Are you going to leave untouched the treasures of the world in which you live? Are you going to betray yourself and your chances?

¶ Are you going to remain content with your own limited knowledge when you can keep in touch with the great thoughts and ideas of the great men who have influenced the world? Are you going to bury your head in your desk and shut out the light of experience and the success of other men

¶ In other words—are you going to be a failure and in the evening of life go down the other side without having accomplished some great and splendid thing? Are you going to use these thirty minutes each day, to know more, to learn more and to understand? It is up to you.

¶ Opportunity is pounding a perpetual tattoo on your door and follows you with a club from the time of your rising to the time of your retiring. The question is—are you to be a person or a personality?

¶ The way you invest this half hour is going to decide, and your life's work will say if you have been a success or if your life has been a travesty—a mockery filled with idleness, indifference and uselessness.

¶ Do you believe in your work, in loyalty to your employer, in devotion to your business? Do you believe in honest service, in honest thought, in the divinity of the thing you do or the thing you sell? Do you intend to be an individual or a nonentity? As a man it is absolutely and entirely up to you. Are you going to get busy and when you do you expect to begin?

Efficiency

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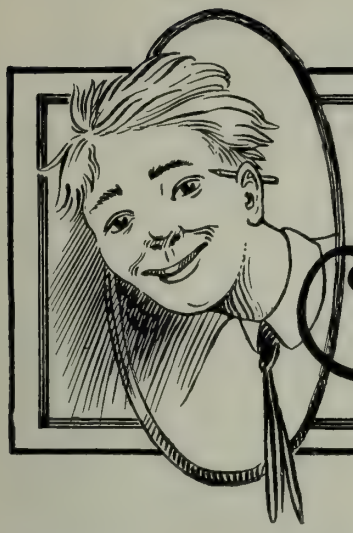


THE JUNIOR CLERK'S PAGE

MANUFACTURE OF RAZORS AND SCISSORS.

Written for Hardware and Metal by J. A. E. Paine, managing director George Wostenholm & Son, Sheffield, Eng.

RAZORS.—These are made of cast steel of fine and hard quality, but not as tough as that used for spring knives, as they are required to stand no bending strain. They are mostly hand forged, but many are now stamped in dies under power hammers, which process is found more satisfactory for razors required to be hollow ground, as they can be stamped hollow; but for first sides, of which large quantities are made, the hand-forging is more effective. The grinding of razors is done in the same manner as spring knives, the blade being finished, glazed or polished and etched if so required, before the fitter, called the setter in, puts them in shafts. The hollow grinding of razors is quite a fine art. Until a few years ago this was done by stones of various sizes down to some of not more than one-half inch in diameter. Emery wheels are now almost universally used for this purpose. Quite a variety of patent machines are now used for hollow-grinding. Razors are whetted on finer and harder stones than spring knives, and afterwards stropped, wiped, and done up in cases ready for use.

SCISSORS.—The best are hand-forged, but good ones are also made from blanks filed out of sheets of cast steel and stamped in dies. This is becoming the general process, and provided the material is good the result gives all that is required. In large sizes of scissors only the cutting edge is made of steel, which is welded on to iron; these are called "shot scissors." In common and cheaper qualities the blades are cast i.e., the metal is run into moulds. The other processes of grinding, finishing and fitting scissors are somewhat similar to those described for knives.

ONE REGULAR JOB.

There was a man in our town—
  A lazy sort of chap,
He got a job one summer day
  And thought he'd found a snap.
He lingered and he loitered,
  He loafed and chattered—then
He found he had to go about
  To hunt a job again.

There was a man in our town—
  He found a place once more;
He took his stand with other men
  A-clerking in a store.
He shirked and dodged and soldiered
  All in the boss's ken,
And so he shortly went his way
  To hunt a job again.

There was a man in our town—
  You'll find him there to-day;
No matter where the town may be,
  He's settled down to stay.
This chap when you've discovered
  You've found one fellow then
Whose steady job is just to go
  To hunt a job again.

MENDACITY.

I can stand for the man with the personal hobby,
  And live through the ravings of those who have fads;
But my temper is short and inclined to be knobby
  With the person who says that he never reads ads.

THE COOK AND THE SLOT METER.

I have heard of no more ingenious device for cheating a slot meter than that of an Oriental man cook employed at Honolulu. This astute individual, having to find his own fuel for cooking, used gas from a slot meter, but after collecting a few coins from the cash box at the beginning the gas inspector on his visits invariably found the box empty, although it was clear that gas was being used. The cook was closely questioned, but he stoutly maintained that the gas did not give out and declared that until it did he should not put any more coins into the slot. At length the company, feeling themselves outwitted, offered to forego any claim for gas consumed and to make their customer a handsome present beside if he would explain how he managed to work the mechanism. The cook agreed, and, taking a steel mould and an ether freezing machine from his work bench drawer, in a few seconds produced a solid disc of ice the exact size of a quarter dollar. This, when dropped into the meter, freed the mechanism and, having performed its mission, melted, the water running into the bottom of the machine, where it speedily evaporated.

REMARKS OF THE JUNIOR CLERK.

To start things coming your way, go after them.

* * *

Advice to be valuable should be well masticated and digested, but seldom swallowed whole.

* * *

A sensible man is one who figures out how he is going to let go before taking hold.

* * *

When a man is nervous and can't sleep he generally wants a lot of credit for getting up early.

* * *

Often a man has a lot of good traits you would never suspect if he didn't tell you about them.

* * *

It will soon be time to thaw out frozen water pipes.

* * *

One of the profound mysteries of human nature is why the janitor invariably winds up the swivel chair to its limit when he puts the office in order.

Current News of Hardware Trade

Companies Incorporated.

"Perfection Stove Co.," Ltd., with a capital stock of one million dollars to carry on the business of manufacturers of and dealers in stoves, kitchen utensils, and household appliances of all kinds. The head office of the company is to be in Sarnia, Ont.

Maxwell Motor Co. of Canada, with a capital stock of $10,000. Head office in Windsor, Ont.

New Firms.

Colgate, Sask. — A. E. Saunders is starting a hardware store.

Redcliffe, Alta.—Harold Acheson of Morden, Man., is opening a hardware store here.

St. Thomas, Ont.—Albert E. Campbell, the Ross Street hardware man, is opening a branch store at the corner of Balaclava and Talbot Streets. The new store will be in charge of his brother, Walter H. Campbell.

Fire Losses.

Montreal, Que.—The Canadian Sheet Metal Co. have suffered a fire loss.

Ottawa, Ont.—Dufordd, Ltd., paints, etc., have been burned out.

Vancouver, B.C. — Owen & Whaley, hardware, etc., have suffered a fire loss.

Toronto, Ont.—Fire did $15,000 worth of damage at the Toronto Pottery Co.'s plant last week.

Visitors in Toronto.

Among the visitors in Toronto last week were the following: M. S. Chapman, Pickering, Ont.; W. Higgins, Peterboro, Ont.; Mr. and Mrs. Dobbin and Mr. and Mrs. Adamson, of Adamson & Dobbin, Peterboro, Ont.; Mr. Boxall, of Boxall & Matthie, Lindsay, Ont.; Chas. Sargent, Claremont, Ont.; J. Adamson and J. Aitcheson, of Adamson Hardware, Orangeville, Ont.; H. J. Morden, Colborne, Ont.; C. G. Harris, Brighton, Ont.; Jno. McKay, Chatsworth, Ont.; T. Phillips, of Phillips & Co., Orillia, Ont.; Mr. and Mrs. Norman Phillips, Orillia, Ont.; W. H. Rumball, Victoria Harbor, Ont.; Mr. and Mrs. Ray Phillips, of Phillips & Son, Havelock, Ont.

Business Changes .

Vulcan, Alta.—It is reported that T. N. Brown, tinsmith, has discontinued.

Medicine Hat, Alta.—Birnie Bros., have been succeeded by Birnie Bros., Ltd.

Goodwater, Sask.—Spear & Stirton, hardware merchants, are reported having sold out.

Edmonton, Alta.—J. M. Holt has been succeeded in his heating and plumbing business by Holt and McDonald.

Industrial Items.

Port Elgin, Ont.—The Stevens-Hepner Co. are completing a 3-storey addition to their brush factory here.

Berry Bros., Walkerville, Ont., are building an addition to their Walkerville plant.

Petrolia, Ont.—The Canadian Oil Companies, Ltd., are contemplating enlarging their plant to double the present capacity.

London, Ont.—Norval Mitchell of N. S. Mitchell & Co., Duluth, is endeavoring to organize a local company to manufacture chemical rubber.

Wyoming, Ont. — Dan Senecal proposes in return for a small bonus to start a box and basket factory here. A by-law will be submitted.

Montreal, Que.—The Canadian Tube and Wire Co., Victoria Street, will have plans prepared at once for the erection of a wire and rolling mill.

Hamilton, Ont.—It is reported that a Michigan iron concern, known as the Manistee Iron Company, may locate a Canadian branch in this city.

Hamilton, Ont.—The Manistee Iron Co., of Manistee, Mich., have secured options on east end property, with a view to locating a Canadian branch here.

Welland, Ont.—The Dain Manufacturing Co. have decided to manufacture drills in addition to their other lines. The plant will not be enlarged, but more hands will be taken on.

Medicine Hat, Alta.—The Dominion Sanitary Fountain Co., capitalized at $100,000, will locate a $15,000 factory here for the manufacture of a newly-patented sanitary drinking fountain.

The new addition to the brush factory of the Stevens-Hepner Co., Ltd., Port Elgin, Ont., is almost completed. The new structure is three storeys high, with basement, 60 x 80 ft. of cement construction.

Owen Sound, Ont.—J. M. Kilbourne has purchased the interests in the Canadian Malleable Iron Co., previously held by Milwaukee capitalists, and the capacity of the present plant will be doubled, with an addition of 200 men to the pay roll. The new board of directors includes H. A. Gutenkunst, president and manager; J. M. Kilbourne, vice president; D. J. Kennedy, secretary; F. H. Kilbourne, treasurer.

Personal Notes.

Montreal, P.Q.—H. A. Lamontagne has just returned from Old Orchard Beach .

Montreal, P.Q.—J. R. Campbell, of Ormstown, P.Q., was in Montreal this week.

W. E. Forbes has been appointed manager of the Dain Manufacturing Co., Welland, Ont.

Montreal, P.Q.—J. Hossock, of the Lufkin Rule Co., Windsor, Ont., was in the city last week.

Montreal, P.Q.—O. J. Delaney, city traveller for Thos. Robertson Co., has just returned from his honeymoon.

Montreal, P.Q.—F. W. Lynde, sales manager of Wood, Vallance Co., Winnipeg, came down here by boat from Fort William, with his wife and family last week on a little holiday trip.

E. Carnegie, of London, England, secretary-treasurer of the Electric Steel and Metal Co., Welland, and W. L. Renton, director of Edinburgh, Scotland, will move to Welland, and take part in the management of the company.

J. Fidler for the past three years manager of the Saskatoon Glass and Supply Co., Moose Jaw, Man., has severed his connection with that firm. Mr. Fidler will take up his residence in Toronto.

Montreal, P.Q.—J. P. Seybold, manager of the Independent Cordage Co., in the Province of Quebec, returned last week with his wife after enjoying a nine weeks' trip through the Old Country.

Montreal, P.Q.—C. L. Brewer, of Peterboro, Central and Western Ontario traveller for Thos. Robertson & Co., Montreal, was in the city this week on his way to New York, where he will spend a brief holiday.

R. J. Walkem, hardware merchant, Tottenham, Ont., was a visitor at the office of Hardware and Metal this week. He reports that the crops in the Tottenham district are excellent and that he anticipates a large volume of fall trade.

The many friends of John W. Zavitz, of the hardware firm of Munroe & Zavitz, Wallaceburg, Ont., are congratulating him on the arrival of a daughter on August 19. Mr. Zavitz is now the happy father of one boy and one girl. Hardware and Metal joins in congratulations.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full Reports Dealing With Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

The approach of cool weather is causing activity in hardware lines and there is now a demand for fall goods. Retailers are more optimistic now than they have been for some time with the result that they are buying more freely and are looking forward to a good fall trade. There is a better feeling in the metal markets and a fair amount of business is being done. Credits are still being carefully scanned. Paint manufacturers are busy and report good prospects for a large volume of fall business. Prices on the majority of lines are firm. Copper is high and Toronto reports an advance. Rope has declined ½ cent per lb. Oil and turpentine remain unchanged. Stove manufacturers report a good improvement in business and sorting orders are fairly large and numerous.

MONTREAL.

Montreal, Sept. 10.—Trade in all lines continues surprisingly heavy. Though during the past few weeks a slight lull has been noticed owing to travellers being off the road, and this being a between season period, this week has already shown signs of greater activity. Prospects for future are bright, and now that cool weather is beginning to make itself felt orders are being rushed in so as to gain early deliveries for all winter goods.

Particularly in the metal markets is a better feeling being noted. Markets are all holding firm, and with increasing seasonable demand trade is picking up daily.

Copper the Feature.

Main interest appears to centre around copper this week. "Everything that copper enters into," states one jobber this week, "will have to advance. At the time that copper dropped some manufacturers failed to put down their prices owing to having bought up heavy stocks at old prices, but it is likely that even these manufacturers will now take the opportunity to boost prices."

Copper Rivets and Burrs.

Copper rivets and burrs will likely be about the first to feel an advance. Even now prices are stiff, and with curtailed supplies and increased demand, dealers are looking forward to a change in the near future.

All builders' hardware, too, is being firmly held in view of the copper situation, and should greater firmness result, at least the better quality hardware will be affected.

The Copper Market.

On primary sources copper has been fluctuating during past week. On Sept. 8 spot in London closed at £75 and futures at £74 5s, but to-day prices have declined somewhat, and closed at £73 for spot and £72 17s 6d for futures. New York was up to $16.55, but to-day closed at $16.45. Though the market of the past two days would tend to indicate a dropping off, buyers are of opinion that advances have been too rapid, that there may be some slight reaction, but that no cheaper copper locally will be seen for some time. On Montreal markets copper still holds at $17.75, but at that price is claimed to be very close.

Sheet copper this week advanced 20 cents from the mills, thus indicating greater firmness there.

Lead.

Market on lead continues firm, but with no new development. London closed to-day at £20 12s 6d, practically the same price as reached week ago.

Tin.

Tin has been declining recently on primary sources, and to-day closed at £193 5s. This is about the lowest level reached for some time. Dealers, however, anticipate a reaction and an early advance.

Montreal continues to hold at $48 on tin, with steady market.

Iron Pipe.

A slightly easier feeling is noted in iron this week, which closed to-day at £54 9s. Market on the whole shows some dullness, though many manufactured lines still continue quite firm.

In iron pipe there is a tendency to shade prices or quantities. No change has yet been announced, but it is claimed that new material is being brought in at lower prices than those at which present stock was bought, and that this feature may enter soon into the market.

Spelter Firmer.

After a period of dullness, spelter is at last firming up. To-day London closed at £21 5s, with a much firmer feeling prevailing. Montreal continues at $6.75 per 100 lbs.

Rope and Cordage Drops Half Cent.

On Friday, September 5, prices on rope and cordage declined ½ cent per lb. Revised prices will be found in accompanying panel.

Cotton Rope.

Owing to cotton stiffening up steadily, cotton rope, cotton bed cords, and cotton seine twine have taken on a firmer feeling. It is doubtful at present, however, whether an advance in these will follow.

Stoves and Furnaces.

Cool weather of the past week has had effect of boosting sales in stoves and furnaces greatly. Retailers are commencing to press for delivery, and everything is beginning to take on the hum of brisk business.

TORONTO.

Toronto, Sept. 10—Fall orders for hardware are coming in nicely. Stove manufacturers report considerable activity in the stove trade. Metal merchants report a fair amount of business passing in all lines, and there is a good feeling in the metal market. Credits

QUOTATIONS ON SEASONABLE LINES

Stove pipe elbows, 6-inch, doz.	$1.20
Stove pipe elbows, 7-inch, doz.	1.35
Nestable stove pipes, 6-inch, per 100 lengths	7.64
Nestable stove pipes, 7-inch, per 100 lengths	8.18
Stove pipe, made up, plain, 6 inch, per 100 lengths	7.01
Stove pipe, made up, plain, 7 inch	8.76
Stove pipe, made up, polished, 6 inch	7.75
Stove pipe, made up, polished, 7 inch	9.25
Stove clay, in 2½ lb. packages, per dozen	90c

Canadians have been inclined to worry over the prospect of complications as a result of the U. S. Tariff Bill. The bill has been very much amended, however.

A striking presentation of the fly menace.

have been carefully scanned, and short terms are the order of the day.

Copper Advanced.

The copper market is strong, and Toronto quotations have advanced to $17.50 per hundred lbs. Quotations are firm. Iron and spelter are unchanged, and are in fair demand. Lead still ranges from $5.85 to $6.00. Tin remains the same as last week, and ranges from 44c to 45½c. Ingot aluminum is quoted at 21c lb., and pattern aluminum at 23c lb. Quotations on lead pipe, traps and bends remain unchanged, as shown in current market quotations.

Decline in Rope.

Despite the fact that the cost of raw material is still very high, the price of the finished product has declined one-half cent. per lb. The lines affected are pure manila, British manila, African hemp, sisal, lath yarn. Pure manila is now quoted at 16½c lb.; British manila, 12½c lb.; African hemp, 12½c lb; sisal, 11½c lb.; single lath yarn, 10¾c lb.; double lath yarn, 11¼c lb.

Nails and Wire.

No price changes have taken effect. Wire nails are still $2.20 base. Smooth steel wire, $2.20 base; barb wire, $2.42½; poultry netting for spring, 50-10 per cent.; hay baling wire, No. 13, at $2.25; No. 14, at $2.30; No. 15, at $2.40.

Cutlery.

The demand for cutlery is good. Many dealers make special efforts to secure a large portion of the September wedding gift trade. There has been an advance in the price of some lines of pocket cutlery. Case goods are moving fairly well, and there is a very good demand for silver-plated cutlery. A large number of cutlery orders booked for fall delivery are now being shipped. Many of these orders contain goods for the Christmas trade.

Fall Goods.

There is a good movement in fall goods, and such lines as lanterns, lamps, roofing, guns, ammunition, fall sporting goods, threshers' supplies, axes, saws, mitts, etc., are moving freely. Jobbers in Toronto report that business so far is equally as good as last season during the same period. Jobbers and retailers are all optimistic regarding prospects for a good fall business.

Electrical Appliances.

Electric and hand power vacuum cleaners are now being featured by a large number of hardware firms. Other lines, such as table lamps, toasters, irons, percolators are being featured in many places. This line is a big seller during the fall season, and is growing more popular every day. There has been a wonderful increase in the demand for electrical appliances during the past year, many merchants who, a few years ago, doubted the possibilities of the electrical appliance line, are now pushing the sale of the line in a very enthusiastic manner, and find it to be one of the most profitable in connection with their business. The small space necessary for stocking the goods, and the easy manner in which all the lines may be demonstrated to prospective purchasers, has helped in a large degree in making the line a popular one with the trade. Prices on appliances are now very reasonable, and within the reach of the average man's pocket.

Stoves and Enamelware.

Stove manufacturers report considerable activity in the stove trade. A large number of sorting orders have come in recently. Dealers are more optimistic now regarding fall trade than they have been for some time. Furnaces and radiators are in good demand, despite the fact that in some localities building is not up to last year. Coal oil heaters are moving freely, and small heaters for coal and wood are moving in good numbers. Enamelware, tinware, and alumi-

NEW QUOTATIONS ON ROPE

Pure Manilla Rope, base, per lb.	16½c
British Manilla rope, base, per lb.	12½c
African Hemp rope, base, per lb.	12½c
Sisal rope, base, per lb.	11½c
Lath yarn, single, base, per lb.	10¾c
Lath yarn, double, base, per lb.	11¼c

num ware are in excellent demand. Discounts remain unchanged, as shown in current market quotations.

WINNIPEG.

Winnipeg, Sept. 8. — Harvesting of wheat is practically completed in Manitoba and Alberta and in many districts in Saskatchewan. In Manitoba threshing is being pushed vigorously and shipments of new grain are arriving in considerable volumes. The quality is excellent and the price is holding up well. Now that the bulk of Western grain may be considered secure retail hardware merchants are showing more desire to stock up for the fall and winter trade.

Prices on general hardware are remarkably steady and enquiry among wholesalers leads to the conclusion that no changes are anticipated in the immediate future. There has been a fair movement of such lines as are usually in demand in the early fall and threshers supplies are now active at retail.

Stoves.

Stove men report a first rate demand for heaters and furnaces both in the city and from outside points. Trade in their lines which was dull up to two weeks ago is now decidedly brisk. Stoves are now being featured in all up-to-date stores and your correspondent has seen much to admire in this season's styles. They are artistic in design and are coming all the time nearer the ideal for durability and economy.

In the city trade, coal burners now take the lead as the most economical. This is also true of all sections of the country where wood is scarce, but in the north country wood is still plentiful and cheap and wood burners are the only sellers or likely to be for some time.

Paints and Oils.

Floor and wall paints should be good lines to feature now both for city and country trade as most people like to give things a brush up prior to the setting in of winter. Business in paints and oils is not as brisk as at midsummer, but there is still considerable trade in outside decorative material and window glass is having an improved demand. The extremely fine weather of the present time is very favorable to outside work, but not inclined to make people very anxious to rush things. A few frosty nights would rather help the paint and oil business by causing people to realize that the balance of the season for outdoor work is short.

Metals.

Much interest will be taken by manufacturers and others in what will be the result of the by-law shortly to be voted upon by which Winnipeg will have a new water supply from Shoal lake. This will entail an expenditure little short of $20,000,000 and the plant will mean an enormous consumption of iron piping, cement, and concrete steel.

Prices on plate, galvanized iron, etc., are steady.

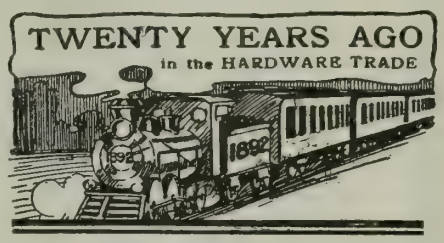
A HARDWARE ENTHUSIAST.

Hardware, military and baseball enthusiast. Such is a tabloid description of H. E. Burgess who has charge of the retail end of the business of Mitchell & McGregor, Brandon, Man., and in which company he has a financial interest. Mr. Burgess served his apprenticeship in the hardware business with Clysdale and French, Caledonia, Ont., this firm being succeeded by B. E. French. At this time the firm supported one of the best semi-professional baseball teams in that section of the country and Mr. Burgess played second base. Leaving Caledonia he managed the business of E. B. Davis, Cayuga, for some time and went West in 1909, joining the staff of Brown & Mitchell, Brandon, Man. In 1910 he joined the travelling staff of the McClary Mfg. Co., and travelled West from Winnipeg for three years. In May he returned to Brandon and joined the firm with which he was formerly associated and which by this time had changed its name to Mitchell and McGregor.

H. E. BURGESS.

Mr. Burgess also takes a great interest in military affairs and holds the highest certificate issued at No. 2 Military Depot, London, Ont., namely sergeant, sergt.-major, and quarter-master-sergeant-instructor (Q.M.S.I.). In 1908 he attended as a delegate from Haldimand county a class of instruction at the Ross rifle factory, Quebec City, where he obtained a musketry certificate. During the Tercentenary at Quebec in 1908 he was drill instructor for the 3rd, composite regiment and at present holds rank as follows:—H. E. Burgess, Q.M.S.I., sergt.-major 37th, Haldimand Rifles, Cayuga, Ont.

He states that he has been a subscriber to Hardware and Metal ever since he started in the hardware business and finds it very useful and educating in every branch pertaining to the hardware trade.



The following items were taken from the issue of Sept. 16, 1893:—

"Thos. Dunn & Co., hardware, New Westminster, B.C., has sold out to A. Godfrey."

"Patrick Devine, hardware, Renfrew, Ont., has been burned out."

"Wm. Howse, foundry, Sussex, N.B., has been succeeded by Richard Howse."

Among the merchants who have been in Toronto this week were:—Thomas Woodward, Cannington; J. W. Fear, Waterloo; J. L. Drainie, Fergus; Mr. Henry, of Henry & Hamsly, Drayton; Messrs. Kelly and Marshall, Orangeville; R. Martin, Arthur; W. Strachan, Ottawa; W. Coxall, Colborne; Mr. Everson, of Everson & Hawkins, Oshawa; D. McNab, of J. & D. McNab, Claremont; M. Bricker, Listowell; Mr. Gilby, Port Arthur; R. E. Bingham, Stayner; Wm. Scott, Forest.

"J. H. Crocker, Shelburne, Ont., has sold the Canadian rights for his double truss cornice break to R. N. Irwin, of the same town."

"Mr. Painchaud, of Painchaud, Squire, & Co., wholesale hardware dealers, leaves for Europe this week in search of new goods, and to call on the principals of the firms whose goods his concern handles.

John H. Hall, of Brantford, Ont., has patented a stove caster.

JOINS CURTIS ADVERTISING CO.

Edward Dreier, who for two years has handled the advertising and sales of The Metal Shingle and Siding Co., Ltd., Preston, Ont., has joined the staff of The Curtiss Advertising Co., of Detroit and Windsor, and will handle the advertising of the above company from there. He also plans to lay out and plan campaigns for other Canadian manufacturers.

Methods of Retailing Paints and Varnishes

Pushing the Sale of Varnish Lines

The Fall is a Splendid Season to Feature Varnish —Homes Are Being Renovated for the Winter and Demand is Heavy—Getting Big Sales of Linoleum Varnish.

Did you ever notice the lack of interest shown by some merchants in pushing the sale of varnishes? In their endeavor to push the sale of other lines of goods merchants are sometimes apt to overlook the possibilities of sales in the varnish line. In some stores the stock of varnish occupies a very inconspicuous position, and little use is made of samples or reading matter.

The field for the sale of varnish is exceptionally large. There are very few buildings in which the application of varnish will not make a decided improvement. For the hardware dealer, who caters to the householder, a good opportunity for selling varnish presents itself during the early fall. A large number of people refinish their woodwork, furniture, floors, etc., in preparation for the winter months, during which a large part of the time is spent indoors.

A good demand can be worked up for floor varnish. The average householder takes great pride in the appearance of the floors, and during the early fall season the floors are often varnished in order to protect them from the continuous wear to which they will be subjected during the winter. It is almost safe to say that in the fall every householder is or should be interested in floor varnishes or a floor finish of some description. There are many people who spend the summer at the summer resorts, and on their return in the fall they are in need of painting material, usually including floor varnish.

During the next two months a considerable amount of interior renovating will be done in the homes of many people in your locality, who believe in having their homes comfortable and attractive during the winter months. There are also many others who would undoubtedly use varnish on their floors or woodwork if they knew the advantages to be gained in appearance and economy by having their floors or woodwork refinished.

A few window displays during the early fall season would help largely in creating a demand for varnish. A few pieces of flooring could be finished up with a good quality of varnish and dis-

(Continued on page 58.)

A view of the store of Paton Bros., Toronto, showing the neat arrangement of the paint stock.

BRUSHES

Sell a painter a poor brush, and **you should worry.**

That customer is gone for good, and any business that you ever hoped to get from him is gone with him. Sell a man a good brush and he'll come back, and bring with him any business that he can throw your way.

Experienced painters will always ask for Adams' brushes because they have always given satisfaction. Quality has made for them a name envied by others.

Now that the fall season is almost here, the ideal painting season, when the sun does not blister fresh paint, and when there is less dust flying, it will be in your best interests to be ready to supply your customers with the best brushes on the market.

Don't procrastinate. Let us help you replenish your stock of brushes **to-day.**

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, LTD.
CALGARY

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, LTD.
EDMONTON

For Every Varnish Need

BERRY BROTHERS VARNISHES

NO matter what your use for varnish—for interiors or exteriors, for floors or walls, for whatever purpose—Berry Brothers can can furnish you the varnish that is best adapted for that use.

Don't buy "just varnish." Let us help you choose the right varnish for your requirements. Don't think that **any** varnish will do for **any** purpose. Floors require a different finish from bookcases; outdoor work, exposed to the weather, needs a different varnish from stair-rails.

Fifty years' experience has taught us how to make all kinds. We make them right—and varnish buyers have come to know and trust us. That is why we have grown to be the largest varnish-makers in the world.

That is why the Berry Brothers label on your varnish-can guarantees not only satisfactory appearance, but durability and ultimate economy.

BERRY BROTHERS' FOUR LEADING ARCHITECTURAL VARNISHES

Liquid Granite—A floor varnish whose name suggests its wonderful durability. Gives a beautiful finish, unhurt by wear or water

Luxeberry Wood Finish—For the finest rubbed (dull) or polished finish on interior woodwork. For 50 years the standard.

Luxeberry White Enamel—Unequaled for white interior finishing—stairs, hallways, bathrooms, as well as white furniture.

Luxeberry Spar—Widely employed for all kinds of outdoor finishing, exposed to the weather.

Whether you are a householder, builder, architect, or manufacturer, it will pay you to know about Berry Brothers' Varnishes. Solve the varnish problem by buying or specifying Berry Brothers'. Any dealer or painter can supply you.

Send for free booklet, "Interesting to Home-Builders."

BERRY WEEK

From September 13 to September 20 will be "Berry Week," in the leading stores throughout the country, handling varnish, paint and similar goods. Dealers will devote special attention to the sale of Berry Brothers' Varnishes.

Take advantage of "Berry Week." Learn more about varnish. Plan for your fall repairs and decorating. And order Berry Brothers' Varnishes if you want satisfaction.

BERRY BROTHERS

Established 1858 — Largest Varnish Makers in the World

WALKERVILLE, ONT.

Weekly Market Report --- Paints

MONTREAL.

Montreal, Sept. 10.—Trade in all branches of the paint business is good, and, with bright prospects for the future, dealers see no reason why they should grumble. Travellers and sales-managers are now organizing for the fall campaign, so that in another week briskness is expected on every side.

Linseed Oil.

Prices still continue at the lower level struck last week—namely, 62 cents on raw and 65 cents on boiled per gallon in single barrel lots. Some of the dealers, it is said, have heavy stocks on hand, and, desiring to realize on them, are holding prices down, when otherwise they would naturally be higher.

Flaxseed in Winnipeg is still high, with a good firm feeling existing in the market. Present prices, it is claimed, would justify a higher level in oil, but for reasons given above oil continues low.

Lead Firm.

White lead continues very firm on account of the trouble in Mexico. Should Americans get involved in the Mexican trouble, and at the present time the situation would indicate such a future, grinders claim that it would be a serious matter for trade. In view of present conditions, then, there is little likelihood of any immediate easing up in lead.

Turpentine.

Turpentine continues unchanged. For the past month it has been very steady, not varying more than a cent or two in the South. Now it is simply a question of supply and demand so far as the future is concerned, for so many substitutes have been successfully placed upon the market that should market conditions tend to boost turpentine, the presence of these substitutes would counterbalance and hold the price at about the same level.

Glass.

Glass continues firm, but with practically no further developments which would tend to change the market either one way or the other. Trade is picking up rapidly in view of period of heavy consumption.

Mixed Paints.

In another week or so travellers will all be out hustling after fall business. Campaigns are now being carefully organized, so that when things get in working order dealers look forward to an exceptionally heavy demand.

TORONTO.

Toronto, Sept. 10.—Activity is shown in the paint business and the fall trade is off to a good start. It is expected that the demand for ready mixed paint and painting materials will increase steadily and a large volume of fall business is anticipated. The demand for glass and putty is increasing daily and should continue to increase with the advance of cooler weather. Quotations remain unchanged. The market has been seasonably quiet, of late but from now on there should be a good demand on account of the large amount of fall painting that will be undertaken.

Linseed Oil.

The demand for oil has not been heavy but it is expected that the advent of the fall painting season will create many enquiries for oil. Reports from the West state that there is a large crop of flax seed and Toronto dealers are under the impression that there will not be a great change in prices. The market, however, is unsettled at present.

Raw linseed oil is quoted at 64 cents per Imperial gallon in single barrels; 3 to 5 barrels 63 cents per gallon; 6 to 9 barrels 62 cents per gallon. Boiled linseed oil in single barrels 67 cents per gallon; 3 to 5 barrels 66 cents per Imperial gallon; 6 to 9 barrels 65 cents per gallon.

Turpentine.

Advices from the South report firmness in the turpentine market. It is hard to predict whether this will continue or not. Toronto quotations are single barrels 60 cents per Imperial gallon; 2 to 4 barrels 59 cents per Imperial gallon; 5 gallon lots 67 cents per Imperial gallon with 50 cents additional for can.

White Lead.

The demand continues steady. Quotations remain unchanged at $8.40 in less than ton lots.

Putty and Glass.

The demand has increased considerably during the past week. The approach of the cool weather always creates a good demand for glass and putty. Glass is still quoted at 15 per cent. discount in Toronto. Standard putty in casks is quoted at 2.50; 100 lb. drums at 2.70; bladders 3.00 per hundred lbs.

Mr. and Mrs. R. S. Taylor and Miss C. Ratchford, of the Taylor Hardware Co., Cobalt, Ont., were exhibition visitors in Toronto.

WARNING TO DEALERS.

It has been reported that some lines of painting materials, including linseed oil and turpentine, are being offered to the trade at exceedingly low prices for immediate or future shipment. Hardware and Metal advises the hardware trade to investigate the standing of firms making ridiculously low offers, and also to make investigation into the quality of the goods being offered for sale.

PUSHING THE SALE OF VARNISH LINES.

(Continued from page 56.)

played in the window along with show cards explaining the methods of applying, wearing qualities, length of time necessary for drying, etc.

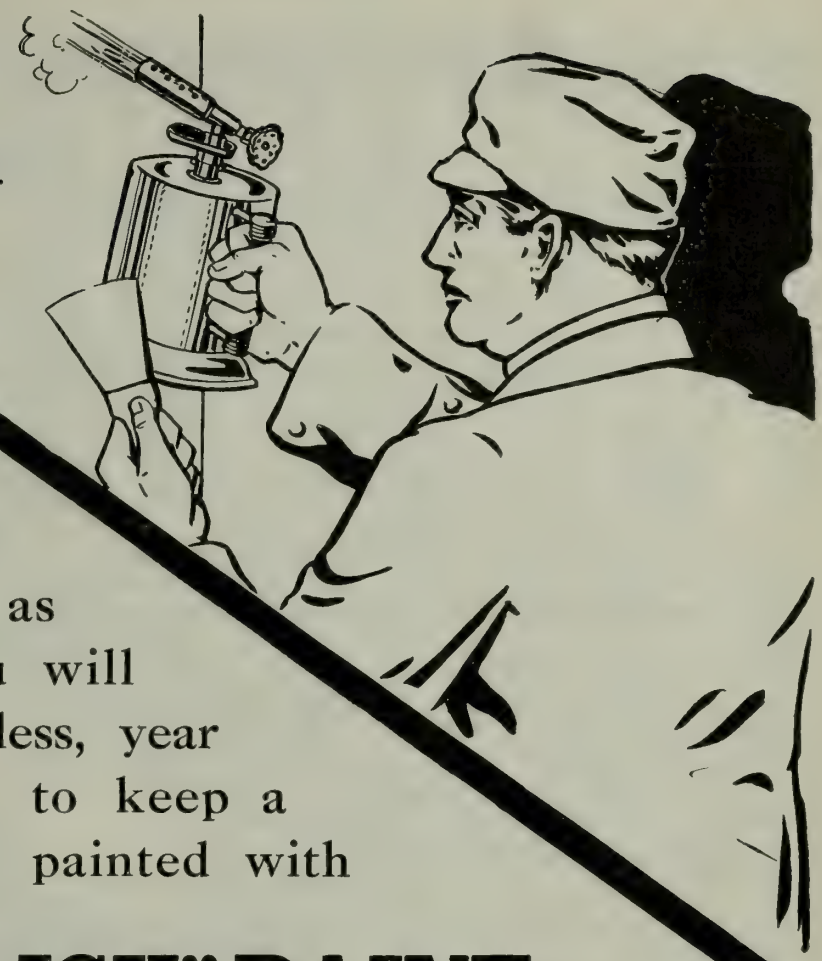
The varnishes are done up in attractively labelled cans and some very "catchy" displays can be arranged. Varnish for linoleum can also be made a heavy seller during the fall. A wonderful difference can be made in the appearance of linoleum by applying good varnish, not to speak of the extended life added to the linoleum. This can also be featured in the display window.

One merchant last year doubled his sales of linoleum varnish over those of the previous year by simply pushing the line a little harder than usual. He secured a piece of linoleum about three feet square which had been used for some time. He finished one half with good varnish and left the other half in the worn condition. He then displayed it in the window and was surprised at the large number of enquiries he received. In the majority of cases the enquirers became purchasers.

Varnish should always occupy a prominent position in the paint department and salesmen should be thoroughly posted regarding the uses of the varnishes carried in stock. Work is often spoiled by customers purchasing varnish and applying same without a thorough knowledge of the proper manner in which to use the varnish. Salesmen should take great pains to explain the proper methods to employ in applying varnish and they should also inform the customer regarding the proper conditions under which to apply it.

A mop is being placed on the Canadian market chemically charged with cedar oil. This is said by the manufacturer to be the first of its kind in Canada.

Ask the Man With the Blow Torch



Take the experience of any one who has used it as a guide, and you will find that it costs less, year in and year out, to keep a building properly painted with

B-H "ENGLISH" PAINT

than with any other paint made. In choosing paint, first cost should be the last consideration. It is durability that tells, and in this, B-H "ENGLISH" PAINT excels; it cannot but be durable for its White and Tints are made with a white base containing 70% Brandram's B. B. Genuine White Lead and 30% Pure White Zinc, ground in pure Linseed Oil—a combination that will stand more wear than any other known to the art of paint making.

It stands to reason that the paint that gives the best service is the paint more and more people will buy every year. From this, it follows that this is the kind of paint IT PAYS to sell. B-H "ENGLISH" Paint meets every requirement squarely and never fails.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb.$10 25 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

"Alonzo W. Spooner, Ltd."
Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.
Nicoluminam Grades, No. 1, 2, 3.
Babbitt Metal Grades, No. 1, 2, 3.
Prices, 6c—60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2½ "	12 25	11 00
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 80
" " 4 "	19 80	19 00

BRASS.

Spring sheets, up to 20 gauge	0 26
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal	Toronto
		Per 100 lb.
Casting ingot	17 75	17 00
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', insheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summerlee, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	.....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	3 10	3 00
All bright, 52 sheets	3 70	4 15

Galvanized—	Apollo D.	Crown	Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x80	8 90	8 90	9 50
20x28x80	9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 75	3 60	3 75
22-24	3 90	3 75	3 90
26	4 15	4 00	4 15
28	4 40	4 25	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Buttweld Pipe.

Size.	Black.	Galvd.
¼ in.	2 28	3 18
⅜ in.	2 28	3 18
½ in.	2 72	3 57
¾ in.	3 28	4 43
1 in.	4 85	6 55
1¼ in.	6 55	8 86
1½ in.	7 84	10 59
2 in.	10 55	14 25
2½ in.	16 67	22 50
3 in.	21 80	29 45
3½ in.	26 22	35 42
4 in.	31 07	41 97

Standard Lapweld Pipes.

Size.	Black.	Galvd.
2 in.	11 66	15 36
2½ in.	17 26	23 11
3 in.	22 57	30 22
3½ in.	27 14	36 34
4 in.	32 16	43 06
4½ in.	36 20	48 90
5 in.	42 18	56 98
6 in.	54 72	73 92
7 in.	80 92	109 50
8 in.	97 92	132 50
9 in.	117 30	162 20
10 in.	140 10	189 50
12 in.	172 40	238 30

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 75; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.

Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb	0 11¼	0 11¼
Light copper & Bottoms	0 10¼	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 75	5 50
Imported pig, per 100 lbs.	5 75	5 50
Bar pig, 100 lbs.	6 00	5 85
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guarant'd	0 28	0 28
Wiping	0 26	0 26

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb.	6 75	7 00

TIN AND TINPLATES.

	Montreal.	Toronto.
Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lbs.	48 00	47 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)

		Per box
I C. 14x20 base	....	$7 00
I X. 14x20 base	....	8 25
I X X. 14x20 base	....	9 50
Raven and Murex Grades—		
I C. 14x20 base	....	5 00
I X. 14x20 base	....	6 00
I X X. 14x20 base	....	7 00
I X X X. 14x20 base	....	9 50

"Dominion Crown Best"—Double.

COATED, TISSUED.

I C. 14x20 base	7 00	7 00
I X. 14x20 base	8 25	8 25
I X X. 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C. 14x20 base	....	4 65
I X. 14x20 base	....	5 65
I X X, 14x20 base	....	6 65

BRIGHT COKES.

Bessemer Steel—I C. 14x20 base	....	4 50
20x28, double box	....	9 00

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—I C. 20x28, 112 sheets	....	8 25
I X, Terne Tin	....	9 75

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet bxs.)
XX, 14x60, 50 sheet bxs.) 7 50
XX, 14x65, 50 sheet bxs.)

TINNED SHEETS.

72x30 up to 24 gauge, case lots	8 50	....
72x30 up to 26 gauge, case lots	8 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Other sizes, 50 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and papernigs 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅝, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

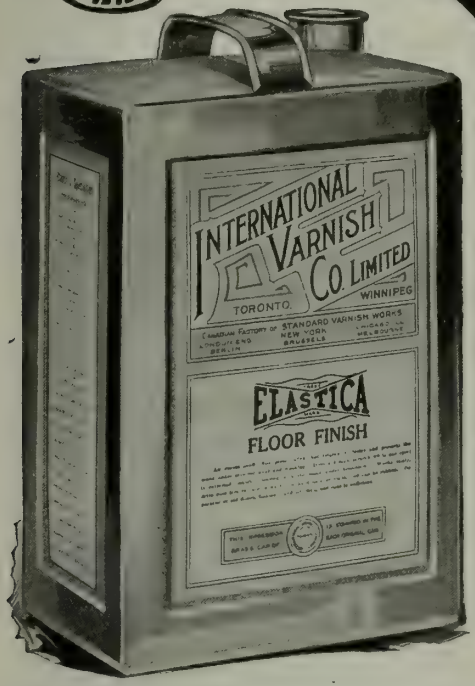
ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

ENDS ALL FLOOR TROUBLES



TRADE
ELASTICA
MARK

FLOOR FINISH

The one perfect Floor Varnish.

BRINGS BIGGER BUSINESS, BETTER PROFITS.

MARTIN-SENOUR PAINTS & VARNISHES

548,100 people are going to read about MARTIN-SENOUR Paints and Varnishes in these publications this Fall.

Connect up your store with this host of pre-convinced buyers—
Have us tell you more about our Big, New Advertising Campaign.

THE MARTIN-SENOUR CO.

LIMITED
PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion' 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits .... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger .... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr.		0 80
Richards Wilcox No. 117 P.D. Hanger, full set		2 75
Stearns wood track		Special
Zenith	....	9 00
Atlas, steel covered	5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin angers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common, new, $1 list.	
Carriage Bolts, ⅜ and smaller	60 & 15
Carriage Bolts, 7-16 and up	55
Carriage Bolts, Norway Iron ($3 list)	55 & 15
Machine Bolts, ⅜ and less	65 & 5
Machine Bolts, 7-16 and up	57½
Plough Bolts	55 & 5
Blank Bolts	57½
Bolt ends	57½
Sleigh Shoe Bolts, ⅜ and less	55 & 10
Sleigh Shoe Bolts, 7-16 and larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes	4c per lb. off
Nuts, Hexagon, all sizes	4¼c per lb. off

Stove rids, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll		0 95
O.K. Paper, No. 1, per roll		0 95
O.K. Paper, No. 2, per roll		0 70
Plain Fibre, No. 1, p. 400 ft. roll		0 50
Plain Fibre, No. 2, p. 400 ft. roll		0 35
Tarred Fibre, No. 1, 400 ft. roll.		0 62
Tarred Fibre, No. 2, 400 ft. roll.		0 43
Tarred Fibre, Cyclone, 25 lbs., roll		0 62
Dry Cyclone, 15 lbs.		0 50
Plain Surprise, per roll		0 42
Resin sized Fibre, per roll		0 42
Asbestos Building Paper, p. cwt.		3 25
Heavy Straw, plain and tarred, per ton		36 00
Carpet felt, per cwt.		2 60
Tarred wool roofing felt, cwt.		2 00
Pitch, Boston or Sydney, 100 lbs.		0 85
Pitch, Scotch, per 100 lbs.		0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 60	? 00
2 Ply Ready Roofing, per sq.		0 75
3 Ply Ready Roofing, per sq.		0 95
2 Ply Ready Roofing, per roll		1 15
3 Ply complete, per roll		1 35
Liquid Roofing Cement, bbls., per gallon		0 17
Liquid tins cement, 5s		0 19
Crude coal tar, per bbl.		4 50
Refined coal tar, per bbl.		5 00
Shingle Varnish, per bbl.		5 00
Caps, per lb.		0 05
Rails, per lb.		0 05
Mop Cotton, per lb.		0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000.	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	31 00
Fire clay (Scotch), net ton	....	5 50
Fire clay (American), net ton	5 00	10 00

CHALK AND PENCILS.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr.	2 40	6 75
Crayons, per gross	....	0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in. 2 50
" adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 50
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths	3 45
3 " " "	4 28
4 " " "	5 53
5 " " "	7 60
6 " " "	9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 per cent.
Copper tea and coffee pots, 40 per cent.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz. 5 25
Folding handles, 8 inch, doz. 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " " "	3 31
12 " " "	3 88
15 " " "	5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan Globe	75
Black Diamond	66⅔
Delta Files	60
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (English list)	35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	$ 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickery handle, lb lb.	6.25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over..	0 06
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1½-inch, per doz.	5 20
Web	2 45

SISAL HALTERS (SNAP & RING).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12½	0 13½

Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15
Spiders and fry pans, 50 and 5 per cent.		
Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00

Toasters, 50 per cent.
Fire shovels, 50.

Oil stoves and ovens, 50 and 10.

LADDERS, TRESTLES, ETC.

Step Ladders—

Shelf-lock	16c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20 ft., each	$2.60
22	2.86
24	3.12
26	3.38
28	3.64
30	3.80
32	4.16
34	5.10
36	5.40
38	5.70
40	6.00
44	7.48

(COMMON SINGLE LADDERS)

8 ft., each	$ .80
10 ft., each	1.00
12 ft., each	1.20
14 ft., each	1.54
16 ft., each	1.76
18 ft., each	1.98
20 ft., each	2.40
22 ft., each	2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose .c per foot additional.

Cut Down Your WRAPPING PAPER Expense

We Can Help You

to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote you prices—then you will realize what a saving it means to you.

DO NOT DELAY WRITE AT ONCE

ALEX. McARTHUR & CO., LTD.,

82 McGILL STREET
MONTREAL

F. J. COX, Winnipeg, Sole Agent for West

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

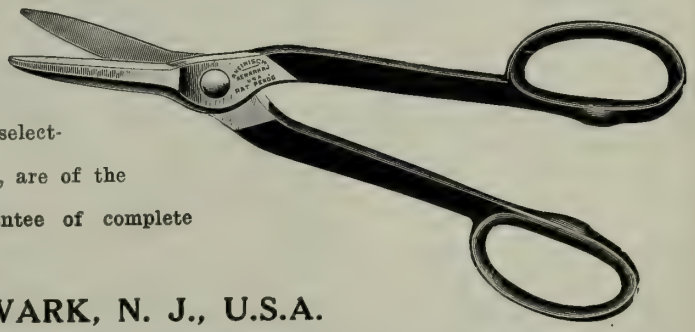
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Heinisch Tinner Snips

The "Vulcan"

"The Tinner's Favorites"

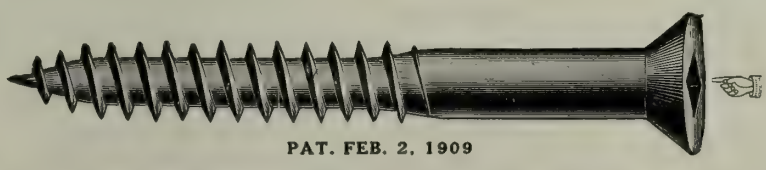


The **Vulcan Snip** is of exceptional quality. It is designed especially for cutting curves, all irregular shapes, cornice work and small circles down to 3 inches in diameter.
The high quality is the result of the great care exercised in selecting materials, and the tempering which is done by experts.
Our line of **Trimmers, Tailor's Shears, Tinner's Snips,** etc., are of the same good quality.
Our firm name is found on all our tools — it is a guarantee of complete satisfaction.
There is a good margin for profit.

R. HEINISCH'S SONS CO., NEWARK, N. J., U.S.A.

When Wood Workers Ask for Screws

Be able to supply them with



PAT. FEB. 2, 1909

SEE THAT SQUARE HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.
We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.
Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

(PAINTERS TRESTLES).

6 ft., each .. ..$1.50 14 ft., each ..$4.20
8 ft., each .. .. 2.00 16 ft., each .. 4.80
10 ft., each .. .. 2.50 18 ft., each .. 5.40
12 ft., each .. .. 3.00 20 ft., each .. 6.00

LANTERNS.

No. 2 or 4, plain cold blast, doz. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz.......... 7 50
Brass well japanned, doz........... 9 25
All brass, doz........................ 24 00
Cold blast globes, doz............... 0 50
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft............. 0 13¼
Corrugated, ¾ in., ft. 0 17
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from.......... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per do z............. 1 20 1 50
Folding ironing boards 16 25 18 00

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen...... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap ....per gross 33 00
Indian snap ....per gross 27 00

RAZORS.

	Per doz.	
Boker's	7 50	11 00
Boker's King Cutter	11 30	14 40
Henckel's	7 50	20 00
Gillette Safety, each		3 75
Star Safety Razor, 33 1-3 per cent.		
Edelweiss		16 00

ROPE AND TWINE.

Sisal rope 0 11½
Pure Manila rope 0 16½
'British'' Manila 0 12½
African hemp 0 12½
Cotton, 3-16 inch and larger..... 0 27
Russia Deep Sea line, 7-16 and larger, 18c.
Jute, 7-15 and upwards, 10½c.
Lath yarn, single 0 10¾
Lath yarn, double 0 11¼
Sisel bed cord, 48 feet, per doz.. 0 72
Sisel bed cord, 60 feet, per doz.. 0 90
Sisel bed cord, 72 feet, per doz.. 1 08
Cotton clothes line, 18 per cent. off.
Bag, Russia twine, per lb. 0 27
Wrapping cotton, 3-ply twine.... 0 26
" " 4-ply twine...... 0 30
Mattress twine, per lb. 0 45
Staging twine, per lb. 0 35

BINDER TWINE.

650 ft., per lb. 0 12¼
600 ft., per lb. 0 11
550 ft., per lb. 0 10
500 ft., per lb. 0 09½
5 ton lots, ⅛c lb. allowance.
10 ton lots, ¼c lb. allowance.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot , doz.... 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.. 2 20
Sectional, ½ lb. each, per 100 lbs.. 2 35
Solid, 3 to 30 lbs. 1 63

SASH CORD.

No. 3, per lb. 0 28¼
Sash Chain, No. 2. hd. ft...... 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 20
Common doors, 2 or 3 panel, grained only, 4-in. style 8 40
Beaver window screens, 14 x 18, open 28½ inches 1 00
Perfection window screens, 14 x 15, open 22½ inches 1 30
Model window screens, 14 x 22, open 36½ inches 2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS.

		Per cent	
Wood F.H., bright and steel.	85	10	7½
" R.H., bright	80	10	7½
" F.H., brass	75	10	7½
" R.H., brass	70	10	7½
" F.H., bronze	70	10	5
" R.H., bronze	65	10	5
Drive screws	65	10	5
Set, case hardened	60	10	
Square cap	50 and 05		
Hexagon cap	45		
Bench, wood, per doz.			$5 00
Bench, iron, per doz.			4 25

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 1 50
Eureka tinned steel, hooks, per 1,000 .... 8 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 .... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths...... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCTHE.

		Dozen	
Washita Oil, No. 1, 6 in., 7 in., 8 in.	3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in...	2 50	3 10	3 50
Hindostan .... per lb.		0 06	0 10
" Slip .... "		0 18	0 20
" Axe .... "		....	0 16
Deer Creek .... "		....	0 10
Weerlick .... "		....	0 25
" Axe .... "		....	0 15
Oily White, 6 in., 7 in., 8in., doz.	6 00	6 60	7 60
Arkansas .... "		....	1 50
Water-of-Ayr .... "		....	0 10
Scythe .... per gross		3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90 brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
Lufkins, steel, No. 264, 66 ft., ea. 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821... 1 95
Chesterman's Steel, No. 1840, 50 ft.. ....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps 0 60
Out O' Sight Rat Traps 1 20
Easy Set Mouse Traps 0 45
Easy Set Rat Traps 0 95
Blizzard Mouse Traps 0 45
Blizzard Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VACUUM CLEANERS.

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combination Cleaner...... 6 50
Cadillac Electric, Model C......... 18 00
Cadillac Electric, Model D......... 20 00

VISES.

Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz......... 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Velox 180 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3........ 85 00
20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz......... 47 50
Eze, 11 in., per doz. 51 75
Bicycle, 11 inch 59 25
Trojan, 12 inch 100 00
Favorite 511E 61 50
Unexcelled 1041E 75 50
Challenge 311E 54 00
Gem 141 .... 51 75
Sunlight 111 .... 44 50
20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 in.. 0 70
" " " 34 in.. 1 00
" " " 36 in.. 1 25
" " neckyokes, 36 in.. 1 25
" " doubletrees, 40 in.. 0 95
" " lumbermans, 44 in.. 0 95

WOOD HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ask fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes, oval and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent. Wrenches.
Agricultural, 67¾ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.......... 4 50
With rim, 18x28, per doz.......... 5 00
With rim, 20x30, per doz.......... 5 50
Without rim, 18x24, per doz...... 4 00
Without rim, 18x28, per doz...... 4 50
Without rim, 20x30, per doz...... 5 00

IRONING BOARDS.

Size 12x60 ins., per doz.......... 5 75
Size 14x60 ins., per doz.......... 6 25
Folding, 12x60 ins., per doz...... 15 00

SLEEVE BOARDS.

Basswood, stationary, doz........... 1 50
Folding, per doz. 3 50

WASH BOARDS.

Glass, doz. 3 25
Enamelled, doz. 4 50

CLOTHES BARS.

3 sections, 4 ft., doz............... 4 25
3 sections, 5 ft., doz............... 5 50
3 sections, 6 ft., doz............... 7 25

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz..... 12 00

CLOTHES PINS.

Common, 5 gross in box, per box 0 65
Spring clothes pins, per box........ 1 00

WOOD WASH TUBS.

Standard size, doz. ....

TUB AND WRINGER STANDS.

Folding frame, doz. 18 00

BENJAMIN MOORE & COMPANY, Limited

TORONTO, CANADA

MAKE

MURESCO, The best Wall Finish.

SANI-FLAT, The best Flat Oil Paint, Washable and non-poisonous.

MIXED PAINT, Moore's House Colors, second to none.

YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell, the MOORE Line and make more money with less investment.

STEPHENS SHINGLE STAINS

G. F. STEPHENS & CO., Limited

WINNIPEG, CANADA

Branch at Calgary, Alta.

Practically Every Sale will Lead to Other Sales

These stains please the trade because they are easily applied, attractive and will not fade under adverse climate conditions.

It will be to the interest of every aggressive dealer to **investigate our agency proposition. Stephens agents make big money.**

Communicate with us to-day.

Our mixed paints sold in a paper bag

would cover just as much area and would give perfect satisfaction. We would sell 'em this way too,—if it were practical, but—.

The point is:—

It's the paint itself that **really** counts—the paint and the makers who stand back of it. What the container is doesn't matter so long as it is practical. Jamieson's Paints have been giving perfect satisfaction to users for over half a century.

They're a good line to handle, easy to sell and STAY sold.

R. C. Jamieson & Company, Limited

Established 1858

Montreal Vancouver

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head i,ron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's per dozen	0 65	1 00
North Bros., No. 30, per doz		16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 79.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb. 0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.60
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.00

	In casks per lb.
Sulphate of copper (bluestone)..	0 07
Litharge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)....	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.....	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure..	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons........	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.		Per lb.
French medal		0 14
German common sheet		0 10
German prima		0 17
White pigsfoot		0 21
Brantford medal		0 10
" golden medal		0 11
" brown sheet		0 10
" Golden sheet		0 13
" Gelatine		0 22
" white gelatine		0 22
" white glue		0 12
" 100 flake	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL	0 11½
CL	0 12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb....	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb....	0 20½
In 25 lb. drums, per lb..........	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb..	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb..	0 23¼
In ½ lb. pkts., 100 lb. cs, lb...	0 24¾
In 1 lb. tins, per lb..............	0 23¾

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs....	0 08¾

PREPARED PAINTS.		Per gallon in qt. tins
Sherwin-Williams paints, base....		2 00
Canada Paint Co.'s pure..	1 75	2 00
Globe house paint (Windsor)....		1 60
"New Era" house paint (Windsor)		1 85
Benj. Moore Co.'s "Egyptian" Brand		1 50
Moore's pure linseed oil, H.C..		1 65
Brandram-Henderson's "English"		2 00
Ramsay's paints, pure		1 80
Ramsay's paints, Thistle		1 60
Martin-Senour, 100 p.c. pure....		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co.		
Jamieson's Crown and Anchor brand		1 60
High Standard		2 00

PLASTER OF PARIS.

Per barrel 2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.	Standard	
	Montreal	Toronto
Bulk, in casks	2 30	2 50
Bulk, 100 lb. drums......	2 50	2 70
Bladders, in bbls..........	2 80	3 00

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.......	5 90	5 75
No. 1 kegs, per 100 lbs.........	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets 0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15
U. S. Water White	.17	15½
U. S. Pratts Astral	.21½	17½
Castor Oil, per lb. in bbls...	8¼	8½
Black Oil, Summer	.12c	12c
Black Oil, Winter	.14	14
Cylinder Oil, Green	.35	35
Parafine Oil	.22	20
XXXX Machine	.22½	21
Benzine	.27½	24½
Motor Gasoline, in drums...	.24½	24½
Motor gasoline	.27½	25
Pure turpentine, single bbls.	.56	60
Linseed Oil, raw, single barrels	.65	64
Linseed Oil, 3 to 5 bbls.......	.64	63
Linseed Oil, 6 to 9 bbls......	.64	62
Linseed Oil, boiled— single bbls.	.68	67
3 to 5 bbls.	.67	66
6 to 9 bbls.	.66	65
Alcohol, 5 gal. lots. per gal.	1.00	1.00
Resin Grade G, bbl. lots ..	7.25	8.00

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps, brown japan	1 00
No. 1 brown japan	0 90
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 30
B.H. Ltd. "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish....	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure..	8 25	8 20
Crown and Anchor, pure.	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 00
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd....	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 70 and 10 per cent.

BARB WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William. $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅜ and smaller, 60; 7-16 and larger, 50; machine, ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅜, 50½c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.50 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)....	5 00	5 35
26G (eual 28 Amer.)...	4 50	5 10
24G	4 25	4 65
22G	4 25	4 65
20G	4 15	4 55
18G	4 15	4 45
16G	4 00	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

50 per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8 ,44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal, 12¼; Pure Manila, 17¼; British Manila, 13¼c; lath yarn, 11½c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

SCREWS.

Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 68c; boiled, per gal., 71c.

TURPENTINE.

Per gal., barrel lots, 70c.

DRY COLORS.

White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.35 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

PUTTY.

Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

21½ cents per 112 lb.

RED LEAD IN LINSEED OIL

Absolutely Pure
Guaranteed
Better

It is always ready for use.
It remains suspended in oil indefinitely.
It dries quickly without the use of driers.
It sheds water like a duck's back.
It is more economical.

Than Other Red Lead or Red Lead Substitutes

Because

It does not contain any adulterants.
It does not disintegrate or chalk off.
It does not harden or solidify.
It does not turn white after applying.
It does not cost proportionately as much.

Nothing Like It Has Ever Been Produced In Canada

Try It Out Yourself—Make Your Own Tests

You Should Investigate And Prove It

Write us for samples and particulars.

International Color & Chemical Co. of Ontario, Limited

BRIDGEBURG -:- -:- -:- ONTARIO

Reliable and energetic agents and dealers wanted.

WINDOW GLASS

Now is the time you should look over your stock of Window Glass, and send us your specification of sizes wanted, as we have a most complete stock on hand, having put in an extra stock to meet the demand, which consists of the following:

16 oz. Star Glass.
21 oz. Double Diamond Glass.
26 oz. and 32 oz. Glass.
Obscured, Single and Double Glass.
Enamel, Single and Double Glass.
Ruby Plain, Single and Double Glass.
Blue, Single and Double Glass.
Purple, Single and Double Glass.
Green, Single and Double Glass.
Yellow, Single and Double Glass.
Opal, Single and Double Glass.
Chipped, Single and Double Glass.
Fluted, Single and Double Glass.
Cathedral, White and Tints.
Muffled, White and Tints.
Mottled, Large Muranese and Artistic, White and Tints.
1-8, 3-16, 1-4, Rolled Plate.
¼, ½, ¾, 1, Rough Plate.
Prismatic.
Wired Plate, Etc., Etc.

PAINTS
OILS

A. Ramsay & Son Co., Montreal

ESTABLISHED 1842

VARNISHES
GLASS

MAPLE LEAF
M L
FINISHES THAT ENDURE
QUALITY
PAINTS & VARNISHES

Our Maple Leaf Decorative Aid Department

will outline a fall painting advertising campaign for you and co-operate with you in carrying it out

STRAIGHT PAINT TALK

about MAPLE LEAF PAINT *and* BETTER FALL PAINT BUSINESS

DON'T BE LED ASTRAY

with the idea that your paint department should be neglected in the fall and winter, and that spring is the only time of the year for big paint business.

WHY FALL PAINTING SHOULD BE ENCOURAGED.

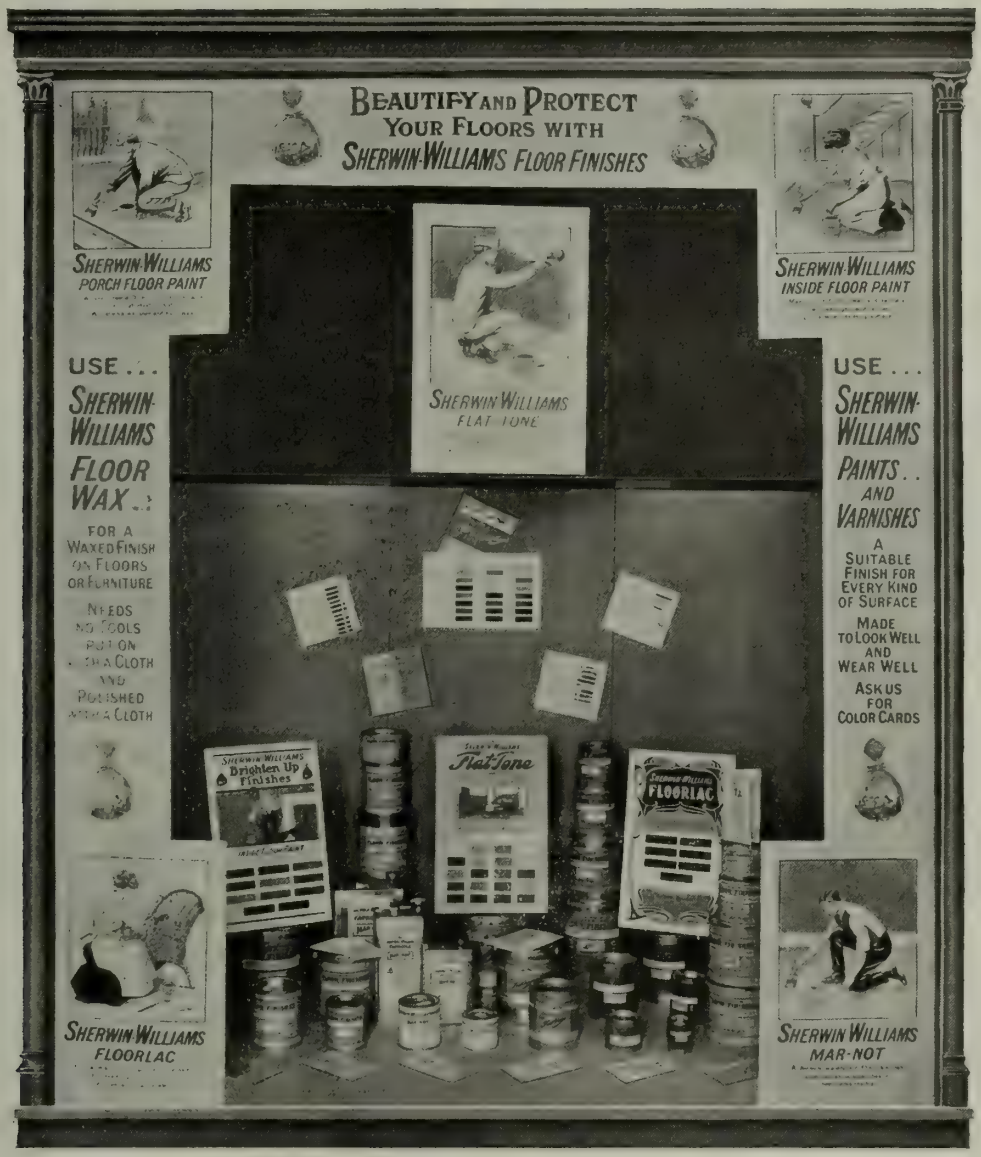
Because the consumer gets the best results from his paint especially if he uses MAPLE LEAF PAINT. It promotes more sales and greater profits. It keeps the paint department to the front the greater part of the year. It swells the annual profits.

TWO GOOD FALL PAINTING OPPORTUNITIES:

Interior decoration with MAPLE LEAF FLAT WALL COLORS.

After the harvest encourage farmers to paint their barns, elevators, silos, etc., with IMPERIAL BARN AND ELEVATOR PAINT.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA



Nearly every town in Canada will see this window trim on the windows of wide-awake paint dealers during the next few weeks.

The problem the paint dealer finds in selling his fall specialties is to interest the people who have homes of their own, in making them brighter and more inviting in every way by means of paints and varnishes. He must first attract attention to his store and what he wishes to sell. A well arranged window display is the most effective way of doing this, if it has a personal appeal.

In preparing this window trim, this idea has been worked out in a way that the figures silently invite one to get a can of some of the finishes and brighten up his home as they are doing. The combination of a good display of the finishes themselves and the advertising features with the window trim, conveys to the person viewing it, how he can improve the appearance of his home by stepping inside and taking a can home with him.

Many paint dealers are going to do a successful business in these finishes this Fall through this very window display. Are you a Sherwin-Williams Agent?

THE SHERWIN-WILLIAMS CO.
of Canada, Limited.

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

STERLING PREPARED PAINTS

EASILY APPLIED
COVER MUCH SURFACE
VERY DURABLE

Drop us a card for our selling proposition.

Sterling Paints are paints of merit—paints that satisfy the most particular painter—paints that pay a good profit and are absolutely guaranteed.

Ask us to get you in touch with some dealers—they will tell you the same.

Canadian Oil Companies, Limited, - Toronto

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

There's No Experiment

SELLING

"New Era" House Paint

It is so well advertised, known and used that dealers who do not handle it soon realize they are neglecting their own interest as well as that of their customers. **NEW ERA PAINT** will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher priced brands. New Era is perfectly pure and is sold at a moderate price.

Write for New Catalogue and Trade Discounts.

Standard Paint & Varnish Co.,
Limited
WINDSOR, ONTARIO

TRADE MARK KEYSTONE BRAND REGISTERED

NOW IS THE TIME TO ORDER YOUR FALL SUPPLY OF

BRUSHES

Such lines as Stove Brushes, Scrubs, Dandy and Horse Brushes, Stable Brooms, etc., will soon be in great demand. Place your order now and be sure to buy the **Keystone Brand.**

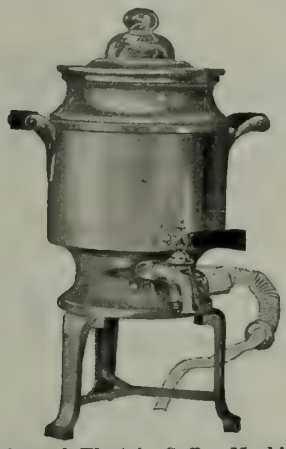
Stevens-Hepner Company
Limited
PORT ELGIN, ONT.

UNIVERSAL HOME NEEDS — ELECTRIC

"Universal Home Needs," Electric, are the products of a long series of scientific experience. Every article has been subjected to the most rigid competitive tests and will produce a certain result with less current consumption and therefore more economically than any device of like nature on the market.

The Heating Elements, wound with highest grade Nichrome wire, have original double contact connections securely anchored to prevent pulling out, and when used in accordancewith directions are warranted for five years. The flexible connecting cable is thoroughly insulated and handsomely covered. Swivel plug for lamp socket easy to attach. Indestructible plug, containing patented triangular terminal triple contact points. Spring grip at both ends insures positive connection.

All Universal Electric Water-Heating Devices are equipped with a Fusible Safety Plug protecting from injury the utensil or table should the current be carelessly applied when the vessel is empty.



Universal Electric Coffee Machine.

Nos.	E914	E916	E919
Capacity,	4 cups	6 cups	9 cups
Nickel Plated or Copper,	$9.00	10.00	11.00

The usual or standard voltage is 110 but all the articles listed can be supplied for the following voltages:

Voltage Rating	Voltage Range
100	95 to 104
110	105 to 114
120	115 to 125
220	215 to 225
240	235 to 245

Always Specify Voltage When Ordering.

Universal Coffee Percolator—Electric

Nos.	E964	E966	E969
Capacity	4 cups	6 cups	9 cups
Nickel Plated or copper,	$7.50	8.25	9.00

Universal Tea Ball Samovar—Electric.

Nos.	E9344	E9346
Capacity,	4 cups	6 cups
Nickel Plated or Copper,	$10.50	11.50

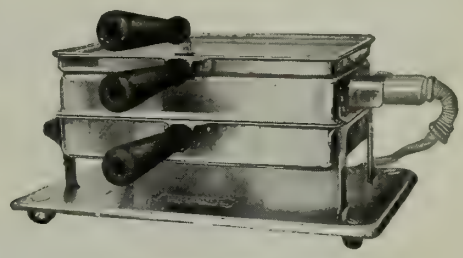
Coffee Percolators and Machines and Tea Pots are also made in this Fluted Pattern.

Universal Electric Thermo-Cell Sad Iron and Stand.

		E	Western
No. **E901N**	Nickel Plated,	$4.00	$4.50
No. **E901B**	Black Enamel with Nickeled Hood,	4.00	4.50

Weight of Iron, 6 lbs.; packed complete, 8½ lbs.
The Western Zone includes Brandon and west.

Universal Electric Egg Cooker.
No. E950.
Nickel Plated or Copper — Each, $9.00



Universal Electric Grill.
No. E981
Nickel Plated, — Each, $6.50

Universal Electric Chafing Dish.
No. **E920**
Nickel Plated or Copper, Each $15.00

Universal Electric Toaster.
No. **E941**
Nickel Plated, — Each, $4.00

Universal Electric Chafing Dish.
No. **E921**
Nickel Plated, — Each $10.00

Your Jobber will furnish all above lines at printed prices. If unable to procure, write us direct and we will see that you are supplied.

LANDERS, FRARY & CLARK, New Britain, Conn., U.S.A.

Lundy Shovels

Will Enable You To Command A Large Shovel Trade

There is no weak part about the "**Lundy**" Shovel.

It is made of open hearth, crucible steel, and has an exceptionally strong strap and blade point.

By handling the "**Lundy**" you make sure of satisfying all your shovel customers, and reap a good substantial profit.

We make three grades, so as to completely meet the requirements of the trade.

Satisfaction guaranteed.

Ask your jobber for Lundy Shovels. If he does not handle them, write us. We ship quickly.

The Lundy Shovel & Tool Co., Limited

General Office and Works: PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B. C.; N. B. Misener, Toronto.

Raise the Standard of Your Business

By Selling Our High Grade Sleds and Sleighs

Steering Sleds

We are to-day showing the largest assortment of high-grade steering sleds to be found in Canada.

The wood parts of these sleds are made from Northern White Ash and care is taken to select well-seasoned material of good color and texture; wood parts are finished with the natural grain, filled and varnished with the special wear-resisting compound, which has made our goods famous. Runners are of round-top tee steel, well braced and built throughout.

Baby Sleighs

These sleighs are strong, roomy and comfortable, with bent Rock Elm handles. They also have a splendid appearance, being painted red or green, hand decorated and varnished. The box is made of Basswood, making it light, while the runners are made of hard Maple with half round steel screwed on.

Don't place your order for sleighs and sledstill you have full particulars and prices on our line. Ask for catalog.

CANADIAN BUFFALO SLED CO., LIMITED, - Preston, Ontario

Revolving CASES

A TIME SAVER and System Promoter. Every up-to-date Hardware Store should have these Cases. They prevent the mixing of screws and bolts, thus enabling the dealer to keep his stock in good shape, making it a pleasure instead of a task to handle them. These Cases are also used by the Auto trade for keeping small parts, and no one who has seen or used one will be without them. Catalog on application. Sold by all jobbers. Manufactured by

American Bolt & Screw Case Co.
DAYTON, OHIO.

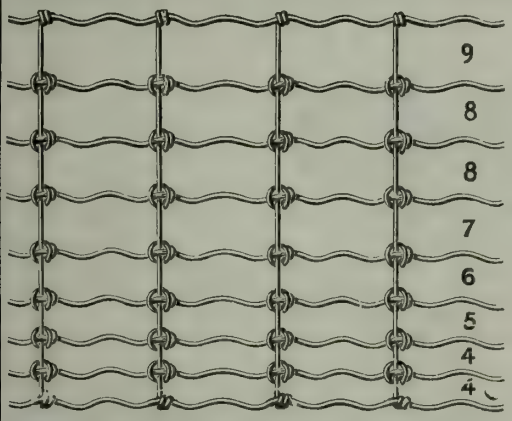
HEADQUARTERS FOR LAMPBLACKS

Old Standard, Eagle, Pyramid & Globe

GERMANTOWN LAMPBLACKS

are made by the largest and oldest lamp-black makers in the United States. They have proved that they are the world's best by open and international competition.
Why buy the Near Brand when the Best is Procurable?

The L. Martin Co. Established 1849
NEW YORK, PHILADELPHIA, CINCINNATI, LONDON, ENG.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The **"Monarch"** has the **best ring lock in Canada,** and **cannot slip or come loose.**

Do not lose a sale by being unable to supply a fence like this—send us a trial order NOW.

Write for catalog and prices.

OWEN SOUND WIRE FENCE CO., LIMITED
Owen Sound, Ontario

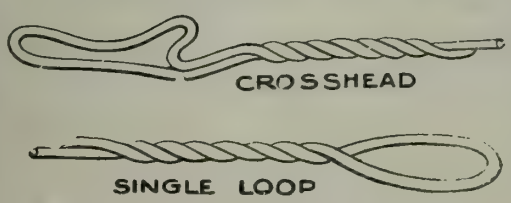
The "Bayard" Auto-Cocking and Ejection Rifle is the Ideal Rifle For Everybody to Use.

It is the only rifle having automatic features suitable for Cartridge 22, short and long. Strong shooting, high-class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning, the only tool needed is a screw driver.

Write for our free descriptive Booklet.

McGill Cutlery Co. (Reg'd.) - - - P.O. Box 580, Montreal, Canada

WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F Moulden, Winnipeg, Man.

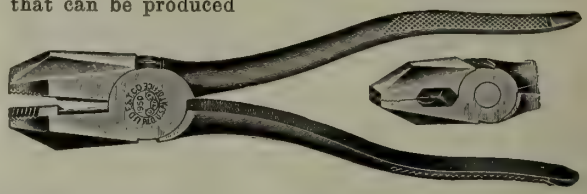
TRADE U TI CA
REG. U. S. MARK PAT. OFFICE

THE QUALITY LINE OF NIPPERS AND PLIERS

TRADE U TI CA
REG. U. S. MARK PAT. OFFICE

are of the highest standard of quality that can be produced by human agencies.

UTICA PLIERS fit the hand in its natural grasping position and they are finished in a finish that fits the eye as the handle does hand. That's why there's a demand. Can you supply it?



EVERY UTICA PLIER IS **GUARANTEED.**

May we send a catalog to you? A post card will bring it.

"The Memory of Quality Lingers"

UTICA DROP FORGE & TOOL COMPANY

UTICA, N.Y. U.S.A.

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

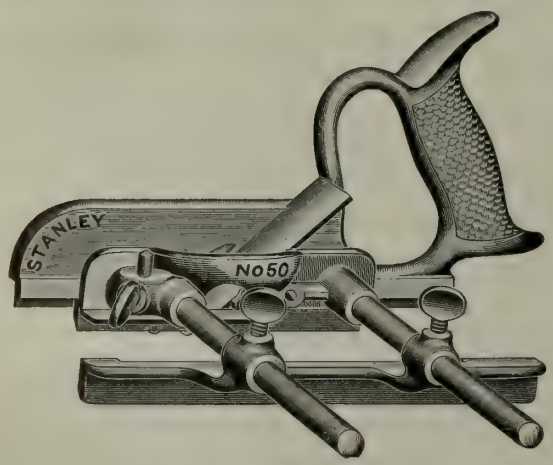
Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

MAXWELL'S "BLUE BELLE"

is a remarkably quick-acting, easy-working, reciprocating washer. When the tub moves in one direction the rubber board revolves the opposite way. This double action, which is found only on Blue Belle machines, is a great time saver. Double re-acting springs and ball-bearings assist in making easy motion. Tub is oak grained and angle-steel frame is finished in aluminum.

Write for Catalogue of Washers

DAVID MAXWELL & SONS, ST. MARY'S, Ont.



Stanley Tools

STANLEY NO 50 PLOW, BEADING and MATCHING PLANE

This is a very handy tool for light work, and will sell readily if properly displayed.

With each Plane are furnished 7 plow and dado bits, 7 beading tools and a tonguing tool.

The Plane is handsomely nickel-plated and weighs only 3½ lbs.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The International Nickel Company

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery,
Pocket Knives,
Scissors, Razors,
Spoons and Forks

F. E. MYERS & BRO.

ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS

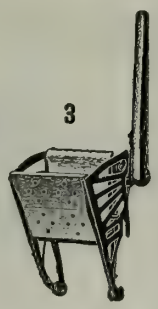
guaranteed by our reputation for fair dealing.

The name means "QUALITY"

LOOK FOR THE NAME MYERS

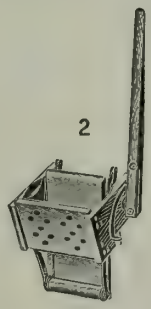
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

The WHITE MOP WRINGER



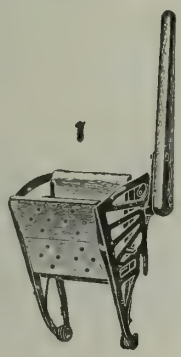
is the world's standard

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable White Mop Wringer Co.

MADE IN CANADA



WHITE MOP WRINGER CO.

FULTONVILLE, N.Y.

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"The DELTA File Is The File Worth While"

FILES OF QUALITY

It Pays a Good Profit and Satisfies Everybody

"The only Line of Files from 3 to 24 inches that are made absolutely of CRUCIBLE STEEL"

The "Delta" is made in every shape and size, so as to squarely meet the requirements of the user.

It has proven by comparative tests that it is the world's leading file.

Other dealers are reaping big profits from it. Why not get in line?

Your jobber can supply you.

TRADE MARK

DELTA

This trade mark safeguards the interests of thousands of file users everywhere.

DELTA FILE WORKS

PHILADELPHIA PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto; Stark, Seybold, Montreal;

Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895

Special Grand Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

A NEW SNIP

NATIONAL POCKET SNIP No. 35

SALEABLE TO EVERY MAN.

Drop Forged, Light Weight, Convenient Size. List, $1.00 each.

SUPPLIED IN JAPAN OR SPECIAL RUST PROOF FINISH.

There will be more No. 35 Snips sold than any other Snip made.

Length 7 in. Cut 2 in. Weight 8 oz.

MANUFACTURED BY

NATIONAL CUTLERY CO., - - PHILADELPHIA

MAKERS OF NATIONAL SHEARS AND SNIPS

Selling Agents: A. C. PENN, Incorporated, 100 LAFAYETTE ST., NEW YORK CITY

We make all kinds and sizes of **Augers** and **Bits** for all purposes where **Boring Tools** are used.

Ship Augers.
Ring Augers.
Nut Augers.
Rarting Augers.
Boring Machine Augers.
Machine Bits (All styles for all kinds of special work).
Snell Pattern Auger Bit.
Jennings Pattern Auger Bit.
Bates Pattern Auger Bit.
Solid Centre Auger Bit.

Write for Catalog and Prices

120 Years of Bit-Building Experience

goes into every Bit that we offer the trade, with the result that the quality is far from being equalled.

Every Bit that bears our firm name on its shank is backed by our long retained reputation, experience and our guarantee.

It will pay you to write for full particulars to-day. Good profits and more sales are within your reach.

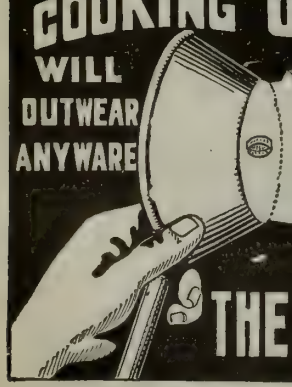
"The Standard the World Over"

Snell Manufacturing Co., Fiskdale, Mass., U.S.A.

Selling Agents—JOHN H. GRAHAM & CO., 113 Chambers Street, New York City

"OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

WILL OUTWEAR ANYWARE



Good profits—No Complaints—Satisfied Customers

is the threefold result of selling

"OAKVILLE" PURE ALUMINIUM WARE

Special assortment every month

Write us to-day

Western Distributors: Moncrieff & Endress Ltd., Scott Bldg., Winnipeg, Man.

THIS TRADE MARK

WARE M'F'G. CO. L'T'D.

OAKVILLE

PURE ALUMINIUM WARE

ON EVERY ARTICLE

THE WARE M'F'G. CO. LIMITED OAKVILLE, ONT.

Good Mechanics Hasten to Use

Star Hack Saw Blades

knowing that a Star blade, 14 teeth to the inch, will give good service on all classes of work except thinnest tubing.

For 1-16 in. tubing or less, use Star Blades with 24 teeth to the inch.

It is the most **reliable**, all-round hack saw known, and has 25 years' successful service back of it.

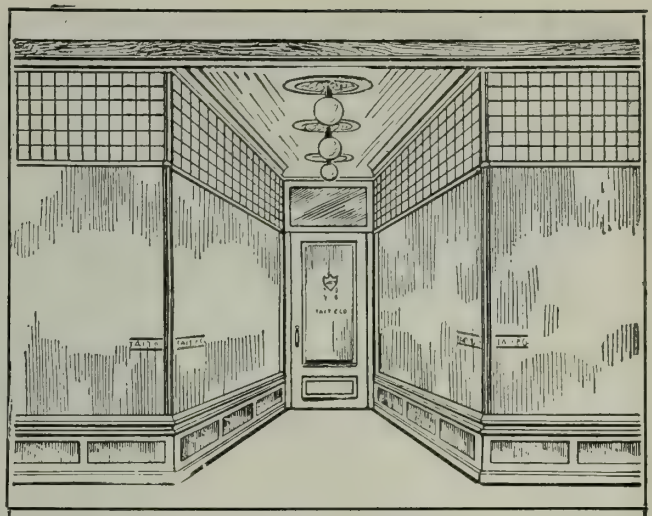
This is the saw that sells on merit.

Ask us for details.

Millers Falls Company

28 Warren Street, New York

Standard for 25 years.



What Is Your Store Window Worth?

We know of some store managers who figure their window space as worth $10 per front foot per week for advertising purposes.

We know of some other stores that **know** their space to be worth $20 per front foot per week.

And the difference is not in location, either! It's merely a question of the attractiveness of the store front.

The latter store fronts are built upon the EASY-SET Store Front plan. A plan which we believe is the most modern, inviting store front system in Canada to-day.

We build Easy-Set systems of brass, burnished copper and combinations of brass and copper, with leaded and plate glass.

Write for full particulars and quotations to-day.

Mention the length of your store frontage.

The Consolidated Plate Glass Co.

of Canada, Limited

241 SPADINA AVE., TORONTO

PHONE COLL. 8000

Private Branch Exchange connecting all departments

The "HERCULES" Step Ladder

Guarantees Satisfaction

The best materials and workmanship go into this ladder with a result that there is not a better ladder on the market.

Each step is specially fastened and trussed The "**Hercules**" is equipped with the "**Faultless Lock**," which makes it impossible for the ladder to open or close while in use. Absolutely rigid. **Guaranteed to give perfect satisfaction.**

Write for full particulars.

We also manufacture **Lawn Swings and Seats, Bake, Ironing and Sleeve Boards, Clothes Dryers, Etc.**

The Stratford Mfg. Co., Limited

Stratford Ontario Canada

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Maritime Provinces—J. H. Hanson Tilley Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

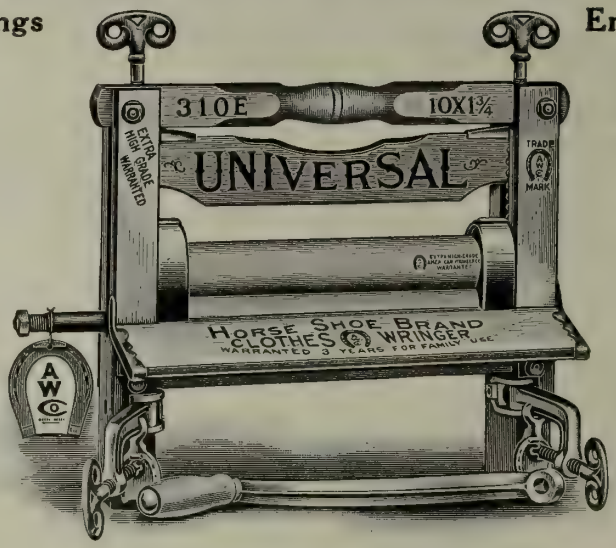
New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

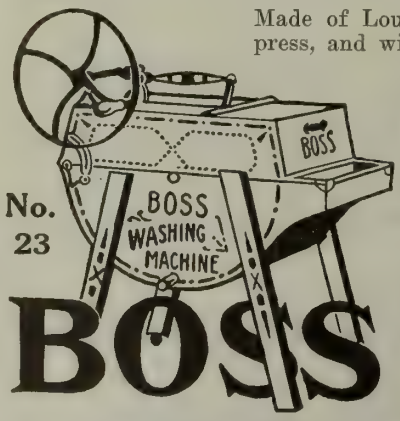
The Boss Washer

Is a Powerful Trade Puller

This washer gives complete satisfaction in every home in which it is used.

It is easily operated, easy on clothes, and there are no weak parts which can possibly get out of order.

Made of Louisiana Red Cypress, and will neither warp or split.



No. 23

Over a million in use.

Write for catalog on Woodenware, Brooms, Brushes, Willow Ware, etc.

BOSS

WALTER WOODS & CO.

Hamilton and Winnipeg

Tools Stamped with the Buck's Head

Admitted duty free when used for educational work in Manual Training Schools

A full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools.

The most complete assortment of Carving Tools to be found in the United States.

Send for our Catalogue.

BUCK BROTHERS

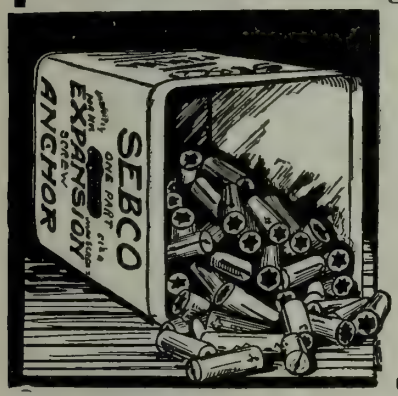
Millbury, - - Mass., U.S.A.

SEBCO EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiriesmight just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.

It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?



Star Expansion Bolts

J. EDWARD OGDEN, Distributor

BRANCHES:

377 St. Paul Street, MONTREAL

28 Toronto Street, TORONTO

1142 Homer Street, VANCOUVER

425 Henry Avenue, WINNIPEG

Electric Vacuum Cleaner

Is a low-priced machine that is absolutely efficient and easily operated. Any woman or child can easily handle it—the total weight being only eight pounds.

Will give long service. Fully guaranteed. Several models, retail prices from $25.00 to $35.00.

"CADILLAC" QUICK SELLERS

If you are not handling lines illustrated you are overlooking real live profit producers.

We allow a very liberal discount to dealers, and protect them and their customers by our guarantee.

Write us for circulars.

Vaccum Cleaner and Carpet Sweeper

This is a powerful, easily operated, light machine which is adapted to every need in the home.

Will last a life-time. No parts to get out of order.

Takes the place of the ordinary carpet sweeper and produces better results.

A number of styles, retail prices from $9.50 to $14.00.

The Clements Mfg. Company, Limited, 76 Duchess Street, Toronto

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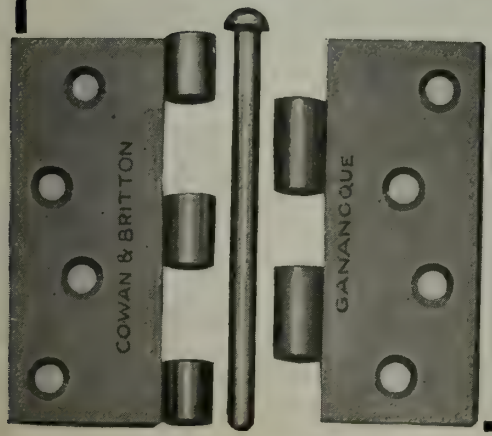
High Grade Builders' Hardware



including

Hinges, Butts Hasps Etc.

We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods.
Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.

COWAN & BRITTON, LIMITED, GANANOQUE, ONT.

Something Better and Different in Self-Measuring Gasoline Pumps

It has taken years of experimenting to produce these pumps and we believe that they are the best in Canada.

Our pumps are double acting—they pump with both up and down stroke; the only pump that will do this

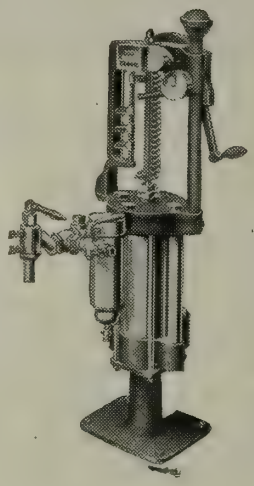
It will discharge 1 gallon with 4¼ turns of crank and **will charge an automobile with gasoline in exactly one-half the time** required to do it with any other self measuring pump.

Our pump has an up-stroke of 8 inches while others have 13½ inches, consequently it is the **fastest and easiest working pump** on the market. All the valves on this pump are accessible—you don't have to take the pump apart if anything should go wrong.

Our prices for complete outfits should interest you—they are the lowest on the market.

Sold on guarantee.

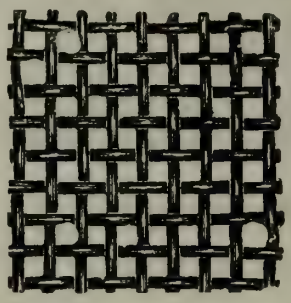
Our representative is going West early in June to establish agencies for 4 Western Provinces. We also want Distributors for Maritime Provinces. Write us.



Write for Self Measuring Pump and Tank Catalog.

The Steel Trough & Machine Co.
Limited
TWEED, ONTARIO

Canada Wire & Iron Goods Co.
HAMILTON, CANADA



Manufacturers of **Double Crimped Wire Cloth and Wire Screening** for all purposes of Iron, Brass, Copper, Bronze, Galvanized and Tinned Wire, etc.

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

We also manufacture:—

Perforated Sheet Metals, Bank and Office Grilles and Ornamental Iron Work in all Finishes.

Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.

Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

REPRESENTATIVES:

Jas. S. Parkes, P. O. Box, 42 St. Henri, Montreal
D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse of Alberta Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B. C.

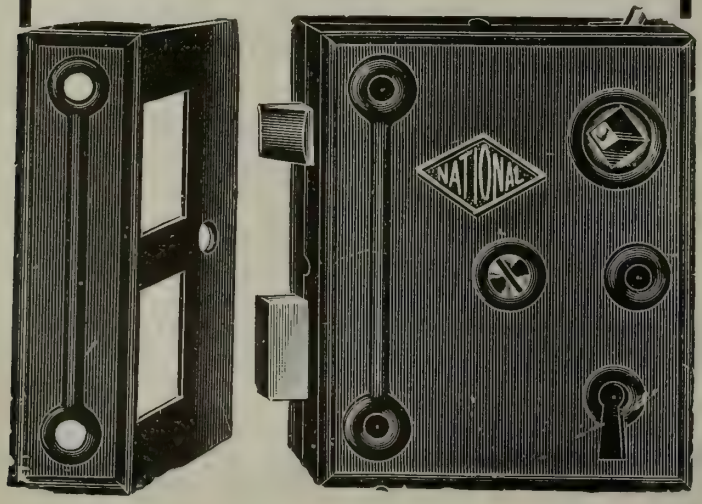
The National Steel Rim Lock

leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store.

The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

ORDER FROM YOUR JOBBER

National Hardware Company, Limited
ORILLIA ONTARIO CANADA



Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit

This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.
LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

CHAIN

The James McKay Company
PITTSBURGH

Proof Coil Chain

B. B. Coil Chain

B. B. B. Coil Chain

Dredge Chain, etc. etc.

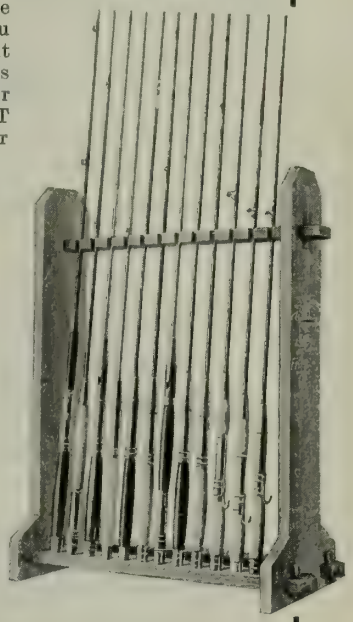
B. & S. H. THOMPSON & CO.
Limited

SALES AGENTS FOR CANADA

MONTREAL TORONTO WINNIPEG

THIS ROD STAND
FREE to Tackle Dealers

The handsome Rod Stand shown here will be given FREE to tackle dealers with an order for twelve (12) "BRISTOL" (only) Steel Fishing Rods. Simply write out your order for 12 "BRISTOLS" (to be shipped and billed through your jobber). Mail the order direct to us. The Rod Stand will go to you all charges prepaid. Only one Rod Stand to a dealer. You may choose as many different styles of "BRISTOLS" as you like—any style, size or price. The stand is NOT given with "Rainbow" or "Luckie" Rods.



This "BRISTOL" Rod Stand (patented) is made of tough cypress, mission style. It measures 2½ feet high x 2 1-12 feet wide x 11 in. deep. It makes a splendid display fixture for any store; but more than that, it will attract people and lead them to examine the rods. It brings the set-up rods so close to the people that they become actively interested. You can sell such people easily. Seeing a thing is wanting it. And a rod in the stand is worth two on the shelf. Send your order direct to

The HORTON MFG. CO., 170 HORTON ST. BRISTOL, CONN.

Mr. Live Dealer—
MENDETS
A PATENT PATCH

will make you a good profit. It is the only device manufactured that will positively mend graniteware and hot water bags to stay mended.

5,000,000 in use.

Order from your jobber or write direct.

Collette Manufacturing Co.
Collingwood Ontario

KOPP'S
Cased Green Glassware

¶ Cased Green is a staple—**but so are eggs!** There is just as much difference between the Kopp variety and the ordinary kind as between strictly fresh and cold storage eggs.

It will not crack under heat.
It's a live, healthy green.

¶ It took Mr. Nicholas Kopp practically a lifetime to bring his Cased Green to its present state of perfection. **But the results have fully justified the work.**

¶ There's a lot of Cased Green sold, Mr. Merchant. It will pay you to play it up strong. Get a stock in now—of **Kopp's.** You'll never sell any other if you once try it. Write for catalogue.

The Pittsburgh Lamp, Brass & Glass Co. of Canada, Limited

119 Wortley Road, London Ontario.

PITTSBRASCO

R. E. Davis, Representative.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA

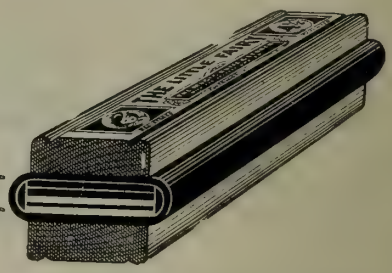
THE KNIFE CLEANER

with the largest demand and sale of any Cleaner ever invented.

Special offer to Canadian buyers:

I will ship, free, Toronto, 2 gross of the Little Fairy Knife-cleaners, **Patented, for 8 dollars per gross, cash** on delivery.

Felt for Polishing
Cork for Cleaning



A combination of felt and cork; it will clean, remove stains, sharpen, and will polish knives quicker and with a more brilliant, velvety polish than any machine, board or cleaner.

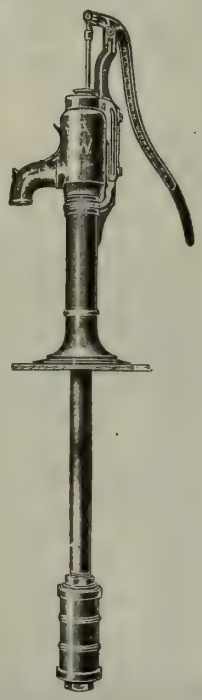
Samples with pleasure, or 2 dozen mailed on receipt of 1 dollar.

I am the largest manufacturer of Knife Cleaners in England, including The Wizard, The Sun and The Caly.

WILLIAM MACKAY
104 RENFREW STREET, GLASGOW

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR
BIG FREE CATALOGUE

The Aylmer Pump & Scale Co., Limited
AYLMER, ONTARIO

Satisfied Customers

Is Always the Result of Selling

STILL'S Axe Handles

These handles are unexcelled in quality, finish and durability, and are well balanced and well shaped.

The selection and seasoning of the wood—the shaping and balancing of the handles, are done by men who make a specialty of this work.

We guarantee satisfaction. Our prices will interest you.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, ONT.

RUBY LINES YOU SHOULD STOCK

We are prepared to prove they give satisfaction and draw trade

Ruby Flux Soldering Fluid for all Metals

Red Letter Soldering Fluid for Tin only

Dust Oil Sweeping Compound (Barrels or Cases.)
Ruby Furniture Preservative.
Ruby Hardwood Finish Cleanser.
Ruby Auto Body Polish.
Ruby Silver Polish Powder.
Ruby Floor Oil.
Ruby Spray Oil.
Ruby Disinfectants.
Ruby Liquid Soaps.
Ruby Metal Polish.

Ruby Vermin Exterminator.
Liquid Soap Dispensers.
Floor Oilers.
Spraying Pumps.
Janitors' Supplies.
Sole Canadian Agents for J. Adams, Sheffield, Eng., Manufacturers of—
Furniture Polish.
Floor Polish.
Plate Powder.

Write for Samples.

THE CANADIAN RUBY CHEMICAL COMPANY, Limited

Office and Factory 744 Wall Street, Winnipeg

THE KNOLL

Double-Action Washing Machine

There are more than one hundred thousand in use. Not one has ever been returned as not giving satisfaction.

The Knoll is easy to operate. It does its work faster and better than any other make, and in one operation.

There is positively no wear and tear on the finest fabrics.

A Washer of Merit That Will Increase Your Sales

We offer very liberal terms to good agents. Write us now for proposition.

The Schultz Bros. Co., Limited

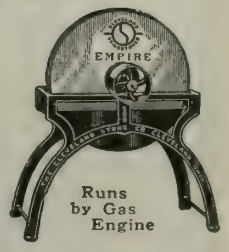
Brantford, Ont.

Sell the Cleveland

The Grindstone With This Trademark

Protects you from the unfair competition of inferior grindstones. Protects your customers. All sizes—fine or coarse grit—power, hand or treadle—the line is complete, and your profits are generous.

Do not be tricked by the misleading term "Berea Grit"—a mere name that does not refer to grindstone quality such as your trade demands. Write to us and get posted. Cleveland Grindstones are genuine Berea or Huron stone, unequalled for uniform grit and necessary grinding hardness.



The Cleveland Stone Company

Cleveland, Ohio

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

By seeing that this exact mark is on each blade.

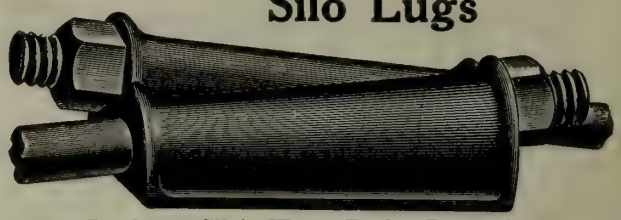
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Silo Lugs



Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

Otterville Mfg. Co'y., Limited

OTTERVILLE, ONTARIO

SPRAY POTATOES

WITH

The COLLINS Improved Automatic Sprayer

Adapted for spraying Potatoes, Fruits, Flowers, Vegetables, Cattle, Fly Oils.

Made of the best materials throughout.

Ask your jobber, or write us.

We are **Spray Pump Specialists,** making different kinds.

THE COLLINS MANUFACTURING CO.

TORONTO, ONT.

ARCTIC METAL

FOR COOL BEARINGS! IT'S RELIABLE.

It costs money to right a wrong.

WHY NOT USE

ARCTIC METAL

in your bearings and have no wrong to right.

Tallman's reputation is in the goods.

Tallman Brass & Metal Co.

HAMILTON, ONT.

BLACK JACK

QUICK

CLEAN

HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

Samuels Dustless Ash Sifter

is the sifter your customers are demanding, and it will pay you to satisfy them in this respect.

They want it because it minimizes labor, permits no waste and is positively dustless.

A turn of the handle and ashes sift into barrel. Unburned coal drops into scuttle

Samuels' Dustless Ash Sifter cuts coal bills in two and lasts a life time.

For Sale by

Rice Lewis & Son, H. S. Howland & Sons, Kennedy Hardware Co., Toronto; Starke, Seybold, Limited, Montreal.

Particulars on Request.

Manufactured only by

J. SAMUELS **TORONTO, ONT.**

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

The "THERMO" Poultry Fountain

PATENTS PENDING

In the "Thermo" are embodied the principles of the "dead air space" and the double walls. These worked out into a practical idea, make the Thermo Fountain.

After trying out several styles of fountain construction we are free to say: That the "Thermo" meets the demand for a non-freezing fountain.

Stock it now. Every poultry raiser should have one.

Manufactured by

WILL. H. COTTON

SALEM, NEW YORK

THERE IS ONLY ONE **GERMANTOWN** LAMP BLACK

We lead the world in the manufacture of High-Grade Lamp Blacks.

Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.

BEAR BRAND LAMP BLACKS

WILCKES MARTIN WILCKES CO.

New York, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St. Toronto; H. W. Glassco, Winnipeg.

THE LARGEST PRODUCER & SHIPPER IN U.S.A.

GEORGE B. BIRCH

The Cheapside Brass Foundry

BIRMINGHAM,

England.

Manufactures

Stair Rods and Eyes,
Casement Rod Fittings
and General Furnishing
BRASS FOUNDRY

Agents Wanted

WATCH FOR FUTURE ADVERTISEMENTS

SILO RODS

COUPLINGS, DOWEL PINS,
CONSTRUCTION BOLTS, and
DRIFT SPIKES

Prompt Shipments

LONDON, CANADA

Natural Gas Goods

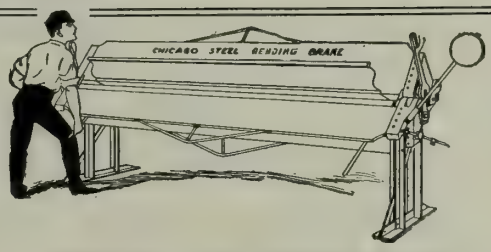
of every description

at

T. F. BERMINGHAM'S

20 John Street South

HAMILTON, ONT.



CHICAGO STEEL BENDING BRAKES

(Made in 200 sizes)

Best results with least effort. Purchasers delighted, not only with the construction of the machine, but also with the work it turns out.

Sheet Metal Workers would do well to obtain full information concerning these machines.

THE STEEL BENDING BRAKE WORKS, LTD.

CHATHAM, ONT.

A Strong Selling Point

This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

TRADE B&C MARK

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY

Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.

CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 118 HOLBORN, LONDON E.C. ENG.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

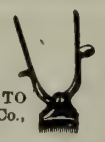
BABBITT METAL.

SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

CLIPPERS.

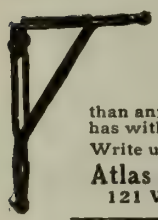
PRIEST'S CLIPPERS

THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.



Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

BRACKETS.



The Atlas Bracket

This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.

Write us for samples and prices to-day.

Atlas Manufacturing Company
121 Water St., New Haven, Conn.

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

When writing advertisers, kindly mention having seen the ad. in this paper.

COAT HOOKS.

Ask your dealer for
GOLD COIN WIRE HAT and COAT HOOKS
Made only by
JAMES & REID, Perth, Ont.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

LETTERS

White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto

NUMBERS

J. H. BUTLER, Limited.

Wolverhampton, Eng.

Manufacturers of Chest Handles, Spout Brackets, Steel Rakes, Kettle Ears, Rivets, and all kinds of fittings for Iron and Tin-plate workers' use. Wedges, Clips and all kinds of Wire Fencing.

Illustrated list on application.

HERCULES
SASH CORD

THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

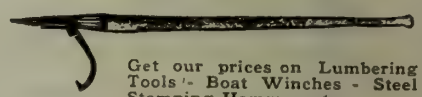
TENTS.

TENTS

We have a number of second-hand tents in stock which you could handle at a nice profit.

List sent on application.

Raymond Bros.
London, .:. .:. Ontario



Get our prices on Lumbering Tools - Boat Winches - Steel Stamping Hammers etc.

ARGALL BROS., Estb. 1860 - - **General Ironworkers** Three Rivers, P.Q.

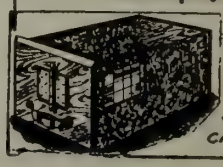
S M.Co

Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

HARDWARE SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over Wooden Boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL Toronto

SAVED $35.00

Why burn 1/3 to 1/2 more fuel than is necessary? Why waste your money? Install an

Arnold Damper

Automatic

Pays for itself in a month. Every third year your coal costs you nothing.

Guaranteed to save 25% of your Coal Bill

or money refunded after 60 days' trial. No over-heating. An even fire and temperature day and night. Takes care of itself. Fits any pipe. Easily adjusted—for stove or furnace.

Try it on your Stove under Our Binding Guarantee

Write for our free interesting booklet

Sold exclusively through dealers by
W. H. THORNE & Co. LTD., St. John, In Maritime Provinces.
MARSHALL-WELLS CO., LTD., Winnipeg. In Western Canada.
LEWIS BROS., LTD., Montreal. In Quebec and Eastern Ontario.
WOOD-VALLANCE & CO., Hamilton, In Western Ontario.
Manufactured by Automatic Damper Co., Ltd., Winnipeg and Hamilton.

Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

When writing advertisers, kindly mention having seen the ad. in this paper.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences

WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.

LONDON CANADA

SALES AGENTS

Ontario—Baines & Peckover, Toronto
Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable QUALITY

Cut the Yearly Cost of Reamers

You know what your present reamer bills amount to—try "W & B" Reamers, then watch the increased efficiency and reduced cost.

Our highly developed manufacturing processes and minute testing of raw material and inspection of finished tools has made "W & B" Reamers foremost in reamer quality. They give absolute satisfaction every moment of their use.

Jobbers and Dealers everywhere will furnish. If you are delayed in having your orders filled write us and we will see that you are supplied.

Ask for Machinists' Supply Catalog No. 82 P showing our full line of Carbon and High Speed Reamers.

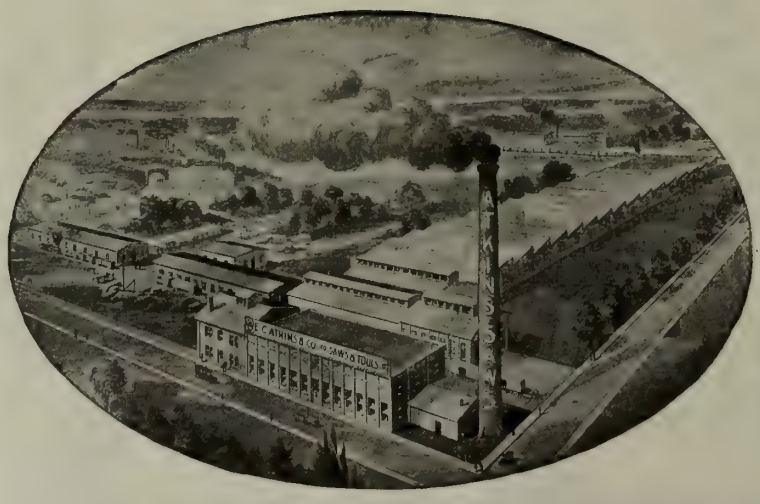
W&B

The Whitman & Barnes Manufacturing Company

ESTABLISHED 1854

Office and Factory: St. Catharines, Ont. **Stocks carried at Winnipeg and Montreal**

ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont. **Branch: Vancouver, B.C.**

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

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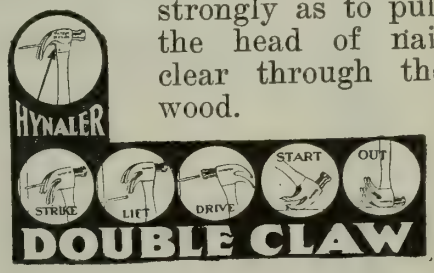

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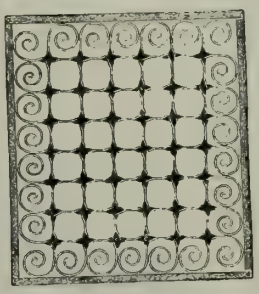

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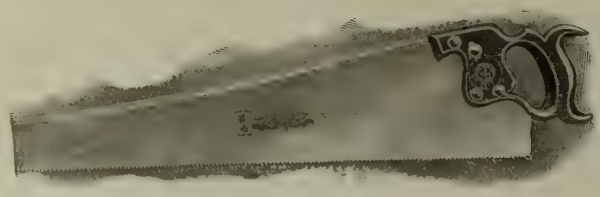

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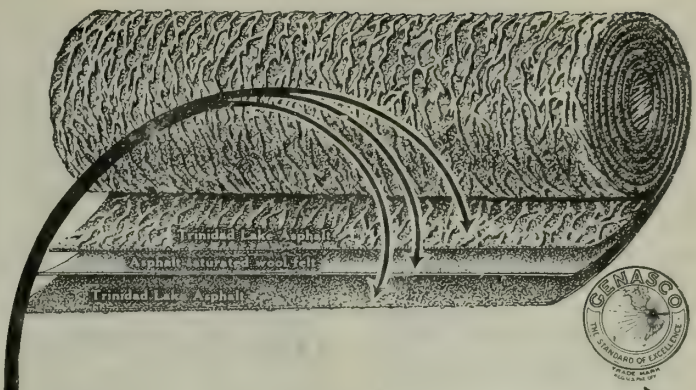

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Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Jack Screws.
Jas. Smart Mfg. Co., Brockville.

Japans
A. Ramsay & Son Co., Montreal.

Knife Polish.
Jno. Oakey & Sons, Ltd., London, Eng.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Latches
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Linseed Oils
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Locks.
Hamilton Stove & Heater Co., Hamilton.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Manufacturers' Agents.
H. E. Johnson, Toronto.
McIntosh, H. F., & Co., Toronto.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.

Mats & Mattings—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope,
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Deforest Sheet & Tinplate Co., Niles, O
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Winnipeg Ceiling & Roofing Co., Winnipeg. Man.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks.
Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Cowan & Britton, Limited, Gananoque.
Smith Hardware Co., Montreal.

Nails.
Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

Nails, Wire.
Cowan & Britton, Limited, Gananoque.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
International Color & Chemical Co., Bridgeburg.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Brideburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin Johnson Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardsin, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Plane Irons.
Buck Bros., Milbury, Mass.

Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.

Pocket Knives,
Simonds Hardware Co., St. Louis.

Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.

Poultry Netting.
Greening, B., Wire Co., Hamilton,
John Lysaght, Ltd., Bristol, Newport and Montreal.

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P. & F. Corbin, New Britain, Conn.

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Dominion Well Supply Co., Cargill.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

Radiators.
Hamilton Stove & Heater Co., Hamilton.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
Simmons Hdw. Co., St. Louis, Mo.

Razors.
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Red Lead Paste
International Color & Chemical Co., Bridgeburg.

Refrigerators.
McClary's, London.

Registers, Cash, Credit.
Dominion Register Co., Toronto.

Registers.
Hamilton Stove & Heater Co., Hamilton.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney, N.S.

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Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

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Canadian Supply & Con. Co., Toronto.
General Roofing Co., Winnipeg, Man.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
General Roofing Co., Winnipeg, Man.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston,
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.

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Jas. Chesterman & Co., Ltd., Sheffield, England
Lufkin Rule Co., Windsor.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

Sanitary Chemical Closets
Parker, Whyte, Ltd., Winnipeg.

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Atkins, E. C., & Co., Hamilton.
Can. Quality Saw & Tool Works, Montreal.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

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Aylmer Pump & Scale Co., Aylmer.

School Desks.
Jas. Smart Mfg. Co., Brockville.

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P. & F. Corbin, New Britain, Conn.

Screw Driver Bits.
Buck Bros., Milbury, Mass.

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Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Hamilton.

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The Carborundum Co., Niagara Falls New York.

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R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.
Peck-Hamre Mfg. Co., Berlin, Wis.

Shelf Boxes.
Cameron & Campbell, Toronto.

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Berry Bros., Walkerville, Ont.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co. Ltd. Hamilton.

Snow Shovels
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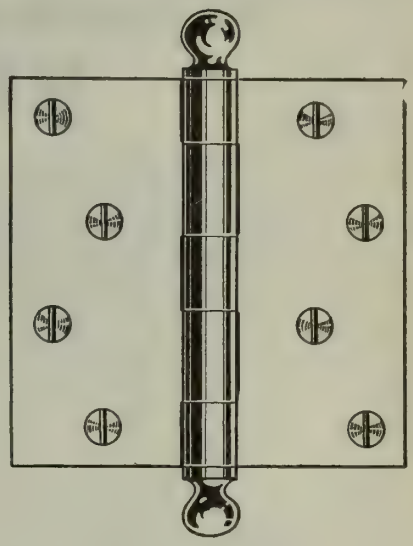

The Stanley No. 241 Butt, is a Wrought Steel, Loose Pin Butt with a Planished Surface and a Plated Finish. It sells for a little higher price, because it is worth more money. And it is worth more money, because it is better made in every respect. Let your own good judgment decide — that's enough. **We can make prompt delivery in any quantity of all Stanley Products.**

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Lewis Bros., Ltd., Montreal.

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Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Montreal.
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E. T. Wright Co., Ltd., Hamilton.

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B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

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Chicago Spring Butt Co., Chicago, Ill.

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Stains, Shingle.
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International Varnish Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Stains, Wood.
Berry Bros., Walkerville.
International Varnish Co., Toronto.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.

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Cowan & Britton, Limited, Gananoque.
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Steel Co. of Canada, Ltd., Hamilton.

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Henderson & Richardson, Montreal.

Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.

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Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.

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Pease Foundry Co., Toronto.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

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McClary Mfg. Co., London, Ont.

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Parker, Whyte, Ltd., Winnipeg.

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MacLean Publishing Co., Toronto.

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A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

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The Goodell-Pratt Co. Greenfield, Mass.
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Millers Falls Co., New York.
Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.

Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.

Tool Grinders.
Richards-Wilcox Mfg. Co. London, Ont

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Aylmer Pump & Scale Co., Aylmer

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Dougall Varnis Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co. Toronto
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

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Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

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Henderson & Richardson, Montreal.

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Cummer-Dowswell Ltd., Hamilton, Ont
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
London Foundry Co., London.

Wagons, Children's.
Can. Buffalo Sled Co., Preston.

Wagon Jacks.
Richard Wilcox Can. Co., London, Ont.

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P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada. Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

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Simmons Hdw. Co., St. Louis, Mo.

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Dominion Well Supply Co., Cargill

Windshields.
Klasinger Bruce & Co., Niagara Falls,

Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards.
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton

Wire, Iron, Steel, Brass and Copper.
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Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.
P. L. Robertson Co., Milton.

Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton
Kuhne-Anderton Co., Port Hope.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery.
Ed. Brand, London, Eng.

Wire Products.
Andrew Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Wire Stretchers.
Richard Wilcox Can. Co., London, Ont.

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Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.

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Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.

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It is from this place, which is in India in the Province of Hyderabad, Deccan, that RAIS JUNG writes to Messrs. Lyon & Lyon, Calcutta, as follows: "The 280 (Ross) proved most successful. A large bull bison made his appearance on a hill at about 150 yards. My first shot was rather a difficult one and only wounded the bull very slightly. The next hit him behind the shoulder and knocked him completely off his legs, and the third shot, in the neck, killed him. The bullet I used was the 140 gr. copper pointed.

"On another occasion I wounded a bull bison with the Explora and he got away to a hill about 600 yards away without giving me a good shot at him, owing to the jungle being extremely dense. Luckily, I happened to have my Ross with me and put two bullets into him as he got to the top of the hill and knocked him over. The range was certainly nothing under 600 yards.

"This speaks very well for the flat trajectory of the rifle. Had I not had the Ross Rifle I should certainly have lost the bison as it was getting very late and it would have been too dark to follow him for any distance."

Messrs. Lyon & Lyon, Calcutta, are very prominent sporting goods dealers and sell a large number of Ross 280 High Velocity and much of our special ammunition with copper tube bullet, patented. Sportsmen in India accepted this "Ross" combination, as the best for big game, when in Canada it was as yet scarcely used. No dealer who wants to sell the best can afford to be without "Ross" Rifles.

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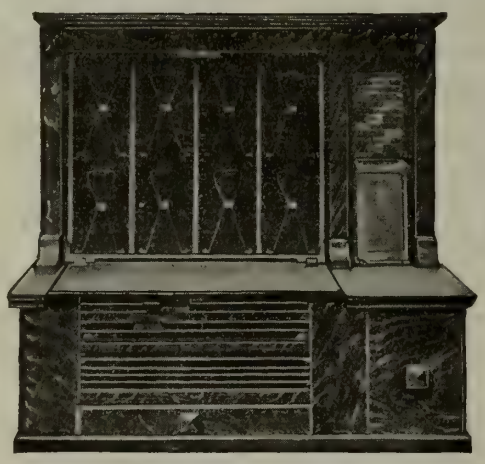
Ross Rifle Company, - Quebec

The Barr Account Register is Ironclad for Collections



Take it into your business to-day as "My Silent Partner." You could not make a better investment. And the sooner you do so, the better for your business—and you

BECAUSE by it the merchant may introduce into his business an almost impregnable protection to himself in the collection of his accounts.

BECAUSE by it the Merchant's last sale recorded for the customer is also a complete record of the customer's account to that time.

BECAUSE by it the merchant may know with every purchase how nearly the customer is going to his limit of credit.

BECAUSE by it the merchant makes fewer bad debts and creates more good feeling with his customers.

BECAUSE by it the merchant encourages more trade—and better trade—makes more money, gets it quicker and enhances his profits.

BECAUSE by it the merchant saves bookkeeping — saves time — and time is money — and avoids mistakes.

Write to-day for Catalogue and full information

BARR REGISTERS, LIMITED TRENTON ONTARIO

Bathroom Fixtures

A Handsome Soap Dish made with Rubber Feet

Our special Nickel finish. Guaranteed for five years.

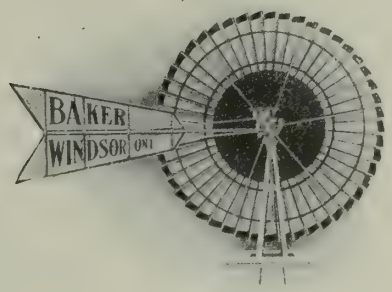
THE GOODS ARE RIGHT and WE SHIP PROMPTLY

New 40-page Catalogue on request to the Manufacturers.

Kinzinger, Bruce & Co., Ltd.
Niagara Falls, Canada

WINDMILL POWER IS GROWING IN POPULARITY

for Pumping and it is not equalled by any power



Thousands of Farmers who have done their first power pumping by gasoline engines have become tired of it and are buying windmills. The cost of gasoline, oil, batteries and repairs, along with the time it takes to start and stop an engine in pumping for 150 head of stock and the average farm home with a gasoline engine will buy every year a

BAKER GALVANIZED WIND ENGINE

It takes no fuel and requires no engineer, and stock will have water at all times.

The Heller-Aller line of windmills, pumps, steel tanks and well supplies will certainly increase your business with great profit to yourself and customers.

Write for catalogue No. 45 and our selling proposition to dealers.

The Heller-Aller Company
Windsor, Ont.

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

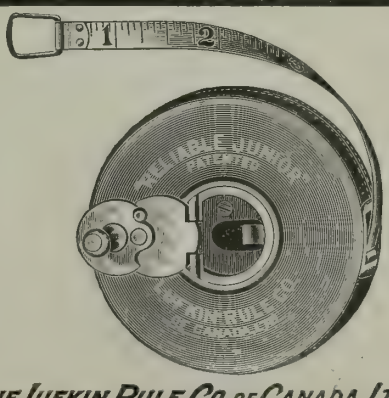
LUFKIN

Measuring Tapes and Rules

RECOGNIZED LEADERS OF THE FIELD

That's why practically every hardware house handles them.

THE DEMAND IS ALWAYS THE MEASURE OF AN ARTICLE'S POPULARITY.



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

LUFKIN

Measuring Tapes and Rules

HAVE BEEN ON THE MARKET FOR YEARS AND SELL READILY BECAUSE THEY ARE WELL MADE TO SERVE A PURPOSE AND SERVE THAT PURPOSE WELL.

NOT MADE MERELY TO SELL.

Note

the rich simplicity of the GEORGIAN design—the fluted bowl and the pure Colonial lines.

Have you stocked the Georgian yet?

ONEIDA COMMUNITY, Ltd.
ONEIDA :: :: :: NEW YORK

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV. Publication Office: Toronto, Canada No. 38

September 20, 1913

Floor Finish. The one perfect Floor Varnish.

The Household Lacquer.

Finishes.

Acid and Oil Stains.

White Enamel. The Immaculate Finish.

International Varnishes

The Standards of Quality the World Over

Are specified by architects and used most extensively by leading decorators, painters, and property owners who supply the materials.

Place your Varnish investment and selling effort in these lines. They represent definite standards of quality and profit.

Marketed in cans containing full Imperial measure, under a copyrighted trade name, seal and label.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO **WINNIPEG**

Canadian Factory of Standard Varnish Works

New York, Chicago, London, Berlin, Brussels, Melbourne.

Largest in the world and first to establish definite standards of quality.

Big Ben

Let Big Ben do your Advertising

You can buy Big Ben with your name on dials in lots of 24.—Your customers will take them right into their homes, give them a place you could not purchase if you tried—and pay you a premium of 50% for the privilege of reading your Ad every day in the year.

Big Ben's retail Canadian price has been fixed at $3.00. In lots of 24 with your name on dials he costs you exactly $1.90 net apiece. If you buy them in lots of 24, you make over a dollar on every one you sell. We are packing Big Ben specially for Canadian trade, 6 in a box with a full set of posters.

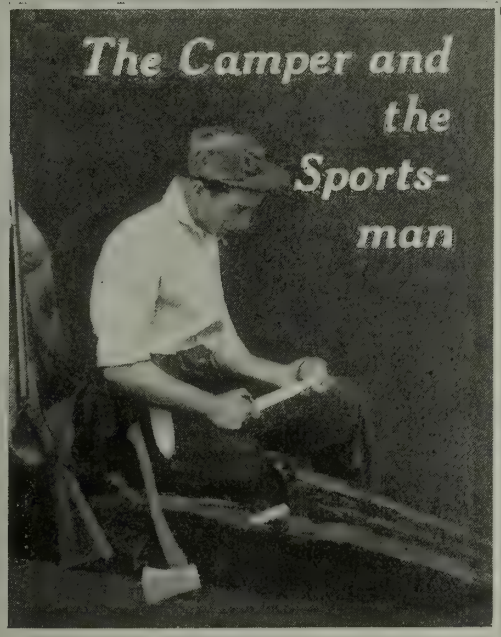
On an order for 12 you will receive a mahogany display stand—on an order for 24 two display stands, an outdoor metal sign and a complete assortment of posters.

Big Ben comes in either finish, nickel plated or polished brass, with $3.00 price tag attached.

With your name on the dial they have to come from *Westclox* at *La Salle, Illinois*, so count on six weeks for delivery.

Dealers' names printed free on dials in lots of 24 of one finish only.

In broken lots, $2.05 each less 2%. In case lots of 24, $1.95 each less 2%.



TWO MORE BUYERS OF

Carborundum

Sharpening Stones

Camp Knives, Paring Knives, Hunting Knives, must be sharpened—kept in perfect condition—gaffs and hooks must be pointed and a dozen-and-one other sharpening jobs done about the camp or on the trail.

There is nothing to give a better, quicker edge—no stone so convenient as the **Carborundum Combination Sportsman's Stone in the leather belt case.**

This is just the time the Sportsman is getting his outfit ready—show him this great little stone when he comes in your store.

Have you plenty in stock?

The Carborundum Company

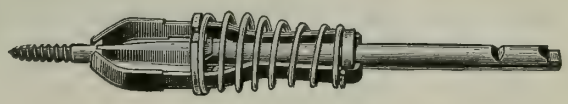
Niagara Falls, N. Y.

Why Not Feature

THESE TWO

"YANKEE" TOOLS

Quick Return No. 130 and Screw Holding Bit



With these you can drive or draw a screw 3 ft. over head, in tight corners or most any other out of reach place. Besides this, you get the same service as with the famous No. 30 which every carpenter is now using. The No. 130 "Quick Return" shown here has a spring in the handle which quickly drives the spindle back for the next stroke. Add the Screw Holder to this and you see at once what a tremendous advantage you have in this tool, especially in over head work.

It also permits you to hold the work in the one hand while you start and drive the screw in some out of reach place with the other. For all convenient and close range work this is the quickest "Yankee" Screw Driver we have yet put out.

Display them in your window with a set of Boosters and Show Cards, which we will be happy to send you. Every carpenter is quick to recognize the value of these two tools at sight.

Shall we send you a supply of "Yankee" Tool Circulars with your name and address?

Command us.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

What Motor Trucks Can Do For The Hardware Dealer

Mack Truck used by Lariviere Incorporee. Hardware Dealers, Montreal.

The motor truck will enable you to deliver goods over a much larger area than is possible with horse and wagon Expanding your area expands your business.

A large number of your orders are received over the the telephone. With the motor truck these orders can be given prompt attention and sent out C.O.D. Your customers will appreciate this ready service.

The motor truck will enable you to send to the wholesale house for goods that are wanted in a hurry and which are needed before the wholesaler can make delivery.

The motor truck will not require your attention on Sundays or holidays.

We are sales agents for the leading gasoline motor truck of the world—MACK.

Let us make a study of your business and recommend the kind of truck you should have, type of body, capacity, etc. If, after an investigation, we find it would not be profitable for you to operate a truck, we will not attempt to sell you one. Give us a chance to tell you about the Mack.

Ask us for Facts and Figures

The Canadian Fairbanks-Morse Co., Limited

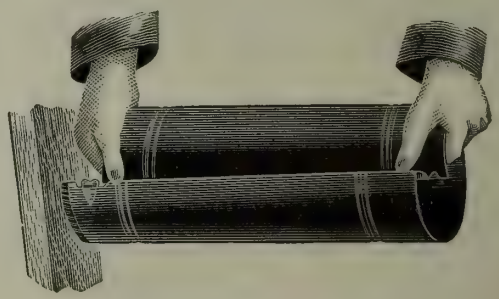
St. John Quebec Montreal Ottawa Toronto Winnipeg Saskatoon Calgary Vancouver

S.M.P. PATENT STANDARD STOVE PIPE

REQUIRES NO RIVETS OR TOOLS TO PUT IT TOGETHER.

Size.	Inches.
Plain and Polished, Assorted	5, 6, 7

18 inches long.
In crates of 25 or 50 lengths.
PRICES on Application.



Uniform in size. Crimped at the small end, it makes an easy and perfect fit. It has a coating which prevents rust. Being nested in a closed crate, a low freight rate is thereby secured.

N.B.—It can be bought as cheap as ordinary misfitting stove pipes.

THE SHEET METAL PRODUCTS CO.

of Canada SUCCESSORS TO **Limited**

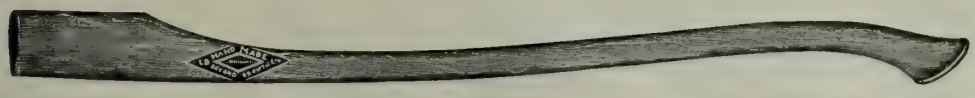
Kemp Manufacturing Company

Montreal TORONTO Winnipeg

IF YOU SELL AXE HANDLES

You should be interested in the splendid line which is shown below.

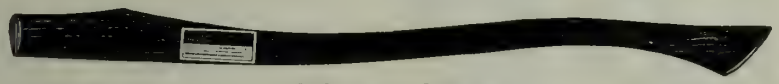
More of these handles are sold than any other line in this country, as we are told by manufacturers that we are the heaviest buyers of these goods in the Dominion.



Black Diamond—Single Bit.
36 in. Hickory; 28 to 32 inch Mountain Ash.

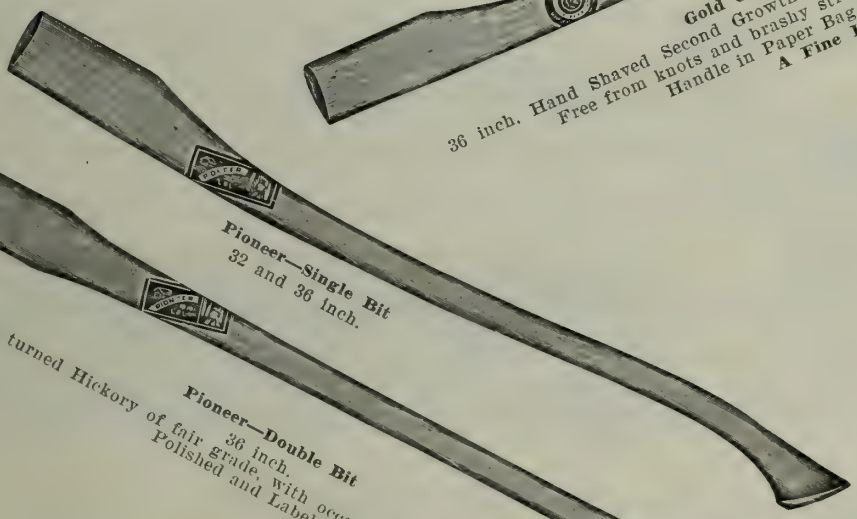
BLACK DIAMOND,
Wax Finished and Labeled.
36 inch—Best Kentucky Hickory.
28 to 32 in.—Mountain Ash.
Guaranteed all White and of Uniform Quality.
Each Handle in a Paper Bag.
Two Dozen in a Crate.
The Best Handle it is possible to produce.

Black Diamond—Double Bit.
36 inch Hickory.



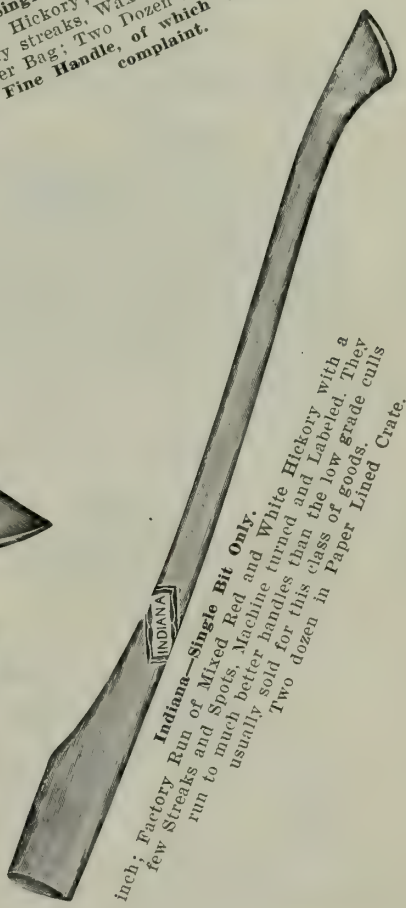
Black Diamond—Boys
28 inch Hickory; Ebony Finish.

Gold Coin—Single Bit Only
36 inch. Hand Shaved Second Growth Hickory; White with some Red Streaks. Free from knots and brashy streaks, Wax Finished and Labeled. Each Handle in Paper Bag; Two Dozen in a crate.
A Fine Handle, of which there has been no complaint.



Pioneer—Single Bit
32 and 36 inch.

Pioneer—Double Bit
36 inch.
Machine turned Hickory of fair grade, with occasional Spots and Streaks. Polished and Labeled.



Indiana—Single Bit Only.
36 inch; Factory Run of Mixed Red and White Hickory with a few Streaks and Spots. Machine turned and Labeled. They run to much better handles than the low grade culls usually sold for this class of goods.
Two dozen in Paper Lined Crate.

White Oak—Single Bit Only
28 to 36 inch First Quality New Hampshire Oak, Labeled.
32 inch Second Quality, Labeled.

White Oak, Knob End—Single Bit Only
32 inch First Quality, and 32 inch Second Quality.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

THE STEEL COMPANY OF CANADA, Limited

HAMILTON, ONTARIO

We have a large stock of various sizes from which we can make immediate delivery of

WROUGHT IRON

Agricultural Pipe
Bedstead Tubing
Conduit and Signal Pipe

PIPE

Steam and Gas Pipe
Fencing Pipe
Railway Pipe

Black and Galvanized Standard and Extra Heavy

Our modern machinery permits us to cut the pipe in such a manner that the passage inside is perfectly clear, and free from burrs.

Our product has a CLEAN SURFACE free from blisters and other irregularities.

UNIFORMITY is a quality found in our pipe, both in material and workmanship which increases the life and usefulness.

The Thread is of EVEN and PERFECT Cut which insures a snug fitting with the coupling.

Every length is tested to 500 lbs. pressure per square inch.

LEAD PIPE

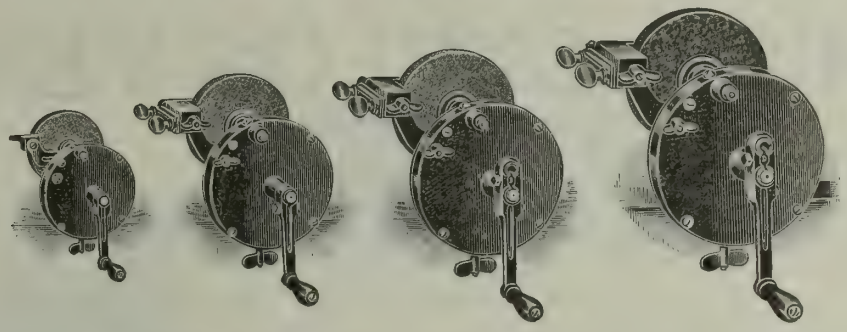
MADE OF THE BEST PIG LEAD.

Soil or Waste, Composition Gas Pipe, Fountain or Aqueduct

—SALES OFFICES—

Hamilton	**Montreal**	**Toronto**	**Winnipeg**
Vancouver, B.C.	**Victoria, B.C.**	**St. John, N.B.**	**Halifax, N. S.**

Oh! You Little Devil

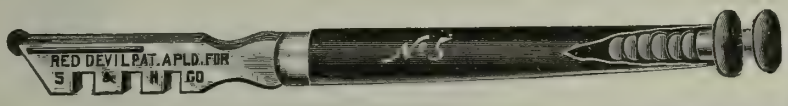


The Tool Grinder That is a Hummer

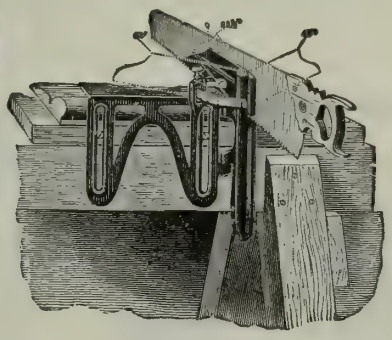
One of the

"RED DEVIL"

Have You Seen It? **Family** **It's a New One**



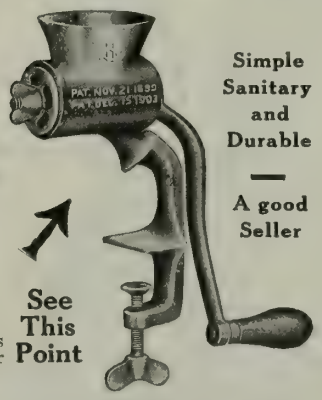
No. 5. Red Devil Glass Cutter. One of the many kinds of Red Devil Glass Cutters that are used all over the world.



Genuine Seavey Mitre Box. Weight 2 lbs. The most accurate box made.

No. 238. Red Devil Power Blades up to 24 inch. Finest quality and very durable.

Acme Ball Bearing Casters —the easiest rolling caster on the market.



Simple Sanitary and Durable

—

A good Seller

See This Point

All juices must drop into dish. Cannot drip onto floor or table.

Golden Despatch—worth its weight in gold to a man who appreciates a good razor.

SMITH HARDWARE CO., LIMITED

MONTREAL

"BLASTERS' FRIEND"
Non-Freezing and Fumeless

"DOMINITE"
Non-Freezing and Fumeless

HIGH EXPLOSIVES

Two brands of high explosives possessing many decided advantages over nitro-glycerin dynamite or other blasting agents.

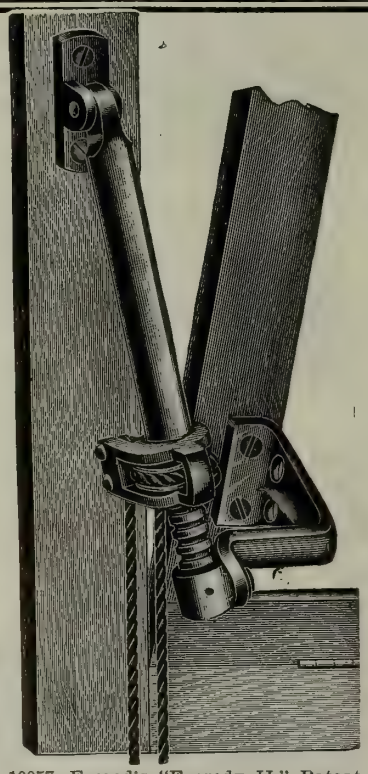
Dominite and Blasters' Friend will do all kinds of blasting work possible with other high explosives. They will do it cheaper, more conveniently, and with much less danger.

These explosives are non-freezing and fumeless, and may be stored indefinitely without deterioration. A No. 6 cap or electric exploder will develop their full power.

Dealers can create a big demand for Dominite and Blasters' Friend by getting after farmers and showing them that they can **do stumping, breaking up land, excavating of every kind, log splitting,** and can fell trees at an **enormous saving of time, labor and money.**

Our booklet, Explosives and Accessories, should be of vital interest to you, considering that **Blasters' Friend and Dominite pay a big profit.**
Write to-day.

Dominion Explosives, Limited
OTTAWA, ONT.



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

E'TD 1809 **EVERED** & Co L'TD

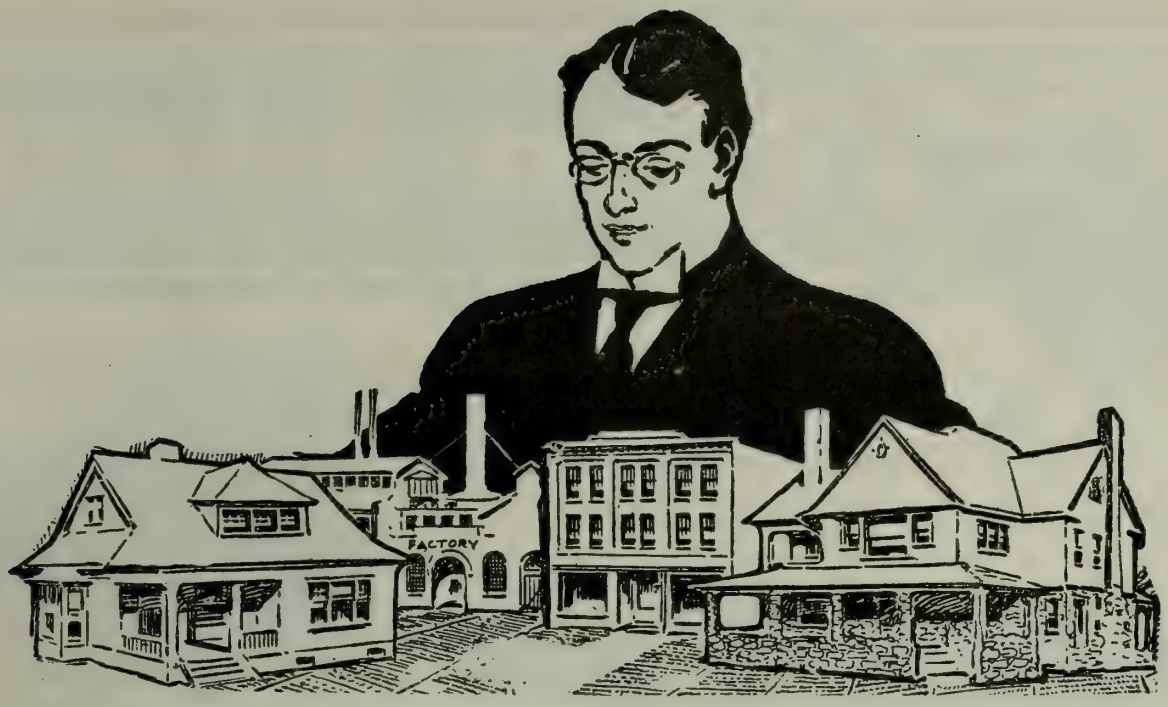
MANUFACTORY: Surrey Works, Smethwick, Birmingham, England
SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS
OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing
BRASS FOUNDRY
LIGHTING FIXTURES
METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

Agents: R. Hartridge & Co., Ltd., 202 Leeson & Lineham Block, Calgary, Alberta. H. J. Stafford, 591 St. Catherine Street West, Montreal



THIS IS JUST THE TIME OF THE YEAR TO SELL

SAMSON
READY ROOFING

THE QUALITY ROOFING

Easy to apply, always looks neat and substantial and gives *perfect* protection to the building it covers.

WRITE TO-DAY FOR SAMPLES AND PRICES

AB-SO-LUTE-LY GUARANTEED

SAMSON
provides the quality that good judgment demands, the economy that prudent purses exact.

PERMANENCY WITH ECONOMY

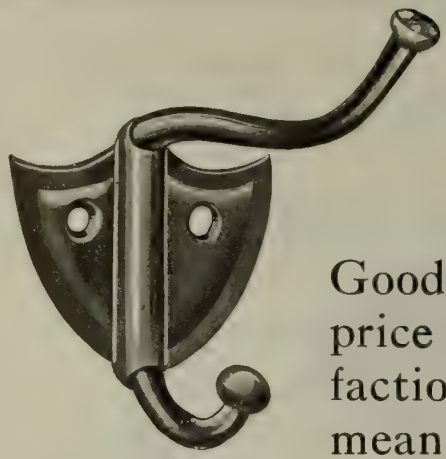
SAMSON ROOF IS WEATHERPROOF

H. S. HOWLAND, SONS & CO.
LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

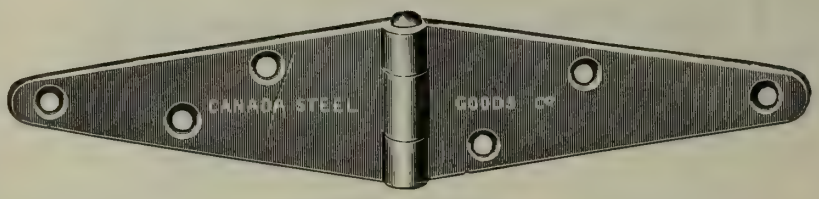


No. 23
Coat and Hat Hook

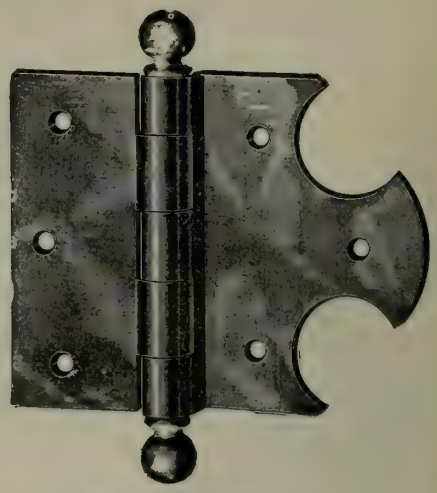
Crescent Brand Hardware

Paves the Way to Success.

Good Goods at the right price guarantee satisfaction all around and mean increased sales.



Light Strap Hinge



Ornamental Butts

Canada Steel Goods Co., Limited, Hamilton, Ont.

If Your Ambition is to Sell Nothing But High Quality Cutlery, Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.

No Brand of Cutlery is better known today than "TREE" Brand, which has been on the market for the last 50 years and in which the quality has been upheld since this brand was first introduced. Insist on having Boker's "TREE" Brand. By far the best cutlery made.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than $100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.

WINCHESTER

Loaded Shells and Cartridges

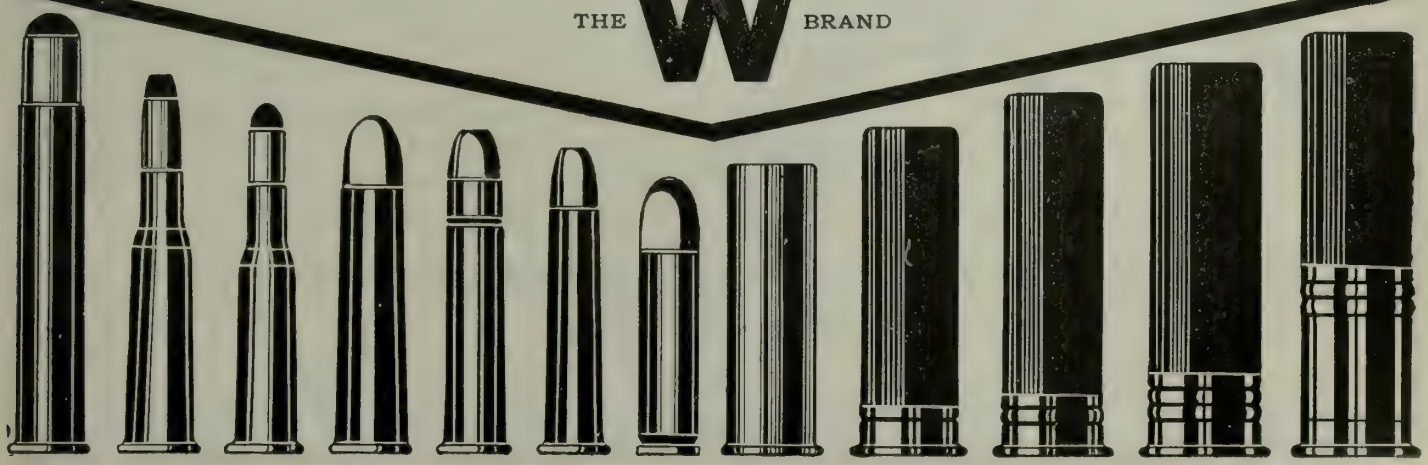
Winchester Loaded Shells and Cartridges have been used extensively by Canadian sportsmen for years. While the demand has been large, we know that it will be larger this year than ever before. Why? you ask, because the extensive and comprehensive Winchester advertising campaign now being carried on throughout the Dominion is bound to make increased sales. You can get your share of them if you will stock the Red **W** line so as to take care of the demand in your section. Don't lose sales and perhaps new and regular customers by being "out." If you do not know the loads and sizes most generally used in your section, you can easily ascertain what they are, lay in a stock and be prepared to furnish them. Get all the benefit that you can from the Winchester advertising, which is bound to help you. All reputable Canadian jobbers can fill your orders for Winchester guns and ammunition promptly. Better look over your stock and place an order for "outs" so as to be ready to fill all orders for Winchester

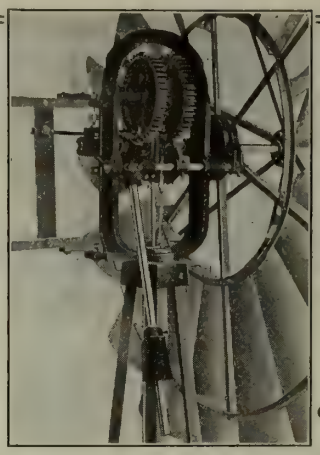
THE LOADED SHELLS AND CARTRIDGES OF KNOWN REPUTATION AND PROVED SUPERIORITY.

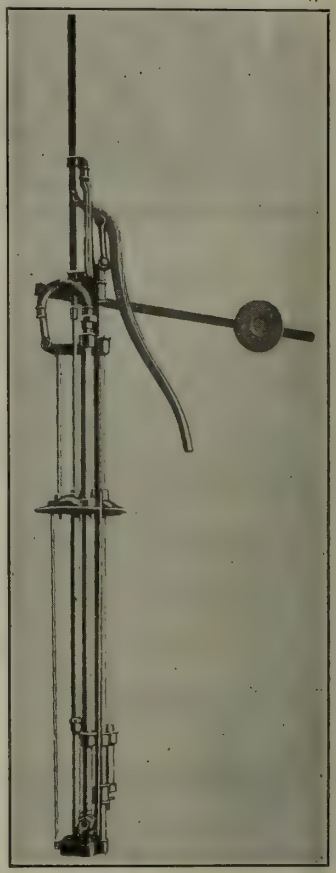
MADE ONLY BY THE

WINCHESTER REPEATING ARMS CO., NEW HAVEN, CONN., U. S. A.

THE **W** BRAND







Assurance of Satisfaction

Good Margin For Profit

Our Windmills and Pumps

are manufactured in a plant equipped with machinery for high quality production. We rely on every windmill or pump which we place on the market not only to sell itself, but to bring us more business by giving a highly satisfactory service.

Our agency proposition will net you a big profit. Write for it to-day.

Catalog on request.

Dominion Well Supply Co., Ltd.

Cargill, Ontario

EASY SELLERS ARE YOUR BEST PROFIT MAKERS

This is just as true of firearms as of any other merchandise.

The Iver Johnson Revolver is your best seller among firearms.

Why?

Because it's known to your customers.

It is the only revolver that satisfies the vast majority of them, who want a high-grade firearm but who can only afford to pay a moderate price.

Absolutely and automatically safe.

Equal to the costliest side arm in range, accuracy and stopping power.

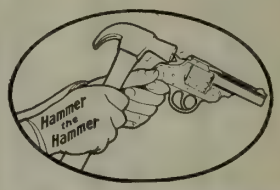
Carried by all Canadian jobbers.

Write for our catalogue.

Iver Johnson's Arms & Cycle Works,

350 River Street, Fitchburg, Mass., U.S.A.

We manufacture the familiar Iver Johnson Champion Shotguns and Iver Johnson Truss Bridge Bicycles and Motorcycles.



GLUE IN PACKAGES

THAT MEANS

BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering To Your Own and Your Customer's Interests.

In ¼, ½ and 1 lb. Packages at Your Jobber.

Canada Glue Co., Limited, Brantford, Ont.

One of the Largest Users of Babbitt Metals in the Dominion states:—

IMPERIAL GENUINE is the BEST BABBITT he ever used

Imperial Genuine is the highest grade of Babbitt made

Imperial Genuine Flows Freely Will Not Shrink Contains No Lead

We Manufacture BABBITT METALS of QUALITY

HARRIS "The Babbitt Metal without a fault"
HEAVY Is a favorite with the Engineer
PRESSURE Is the Best Babbitt for all General Machinery Bearings

We Manufacture Solder, Lead Pipe, Traps and Bends, Brass Ferrules, Soldering Nipples, and all Plumbers' Supplies, and carry in Stock

ALL INGOT METALS

EVERY HARDWARE MAN IN THE DOMINION SHOULD GET OUR PRICES

THE CANADA METAL COMPANY, LIMITED

Head Office and Factory: **TORONTO**

Branch Factories **MONTREAL WINNIPEG**

ELEY

CARTRIDGES

ALWAYS RELIABLE

LETHAL BULLETS

for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.

Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited, North Transcona, Man.

Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley ⅝-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholsale and Retail Hardware Merchants.

MADE IN CANADA

The Thos. Pink Co., Limited

Manufacturers of
LUMBER TOOLS

PEMBROKE - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

Fiber Facts

The one thing you must give your rope customers, to hold their trade, is uniform quality.

Uniformity in Manila rope depends first of all on proper fiber selection. This in turn requires the carrying of large and varied stocks, often for long periods. Large stocks demand large warehouses.

When you buy

PLYMOUTH ROPE
"The Rope You Can Trust"

you get the product of a company whose ample warehouses and purchasing power enable it to take advantage of all desirable fiber offerings and whose experts have been judging fiber by Plymouth standards for eighty-eight years.

Plymouth standards are high, not only in fiber selection, but in every factor that influences rope's quality.

When you sell Plymouth Rope you are giving the customer an article of uniform, highest quality.

Independent Cordage Co., Limited

Canadian Sales Agents

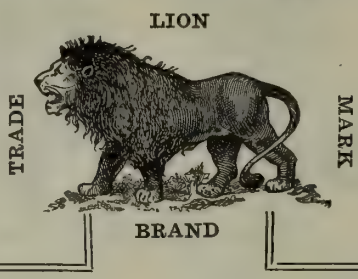
55 Colborne Street, Toronto, Canada

PLYMOUTH TRADE MARK 1824

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver

Cordage

Lathyarn
Clothes Lines
Tarred Goods



Twines
Marline
Packings, Etc.

Always insist on having your order filled with LION BRAND Cordage, as, when buying this Brand you are sure to get length and quality of what you pay for. This Brand is backed up by eighty-eight years' experience in the Cordage business. Our prices are right, and our goods are made of the best material obtainable. When a consumer buys our LION BRAND Cordage once, we always have a repeat order.

CONSUMERS CORDAGE CO., Limited, Halifax and Montreal

Factories: Montreal, Que., and Dartmouth, N.S. Branches: 9 Church St., Toronto, and St. John, N.B.

AGENCIES:

F. H. Andrews & Sons, Quebec — McGowan & Co., Vancouver
Tees & Persse Limited, Winnipeg, Regina, Moose Jaw, Calgary, Saskatoon, Edmonton

Get Our Opinion About Your Accounting

If your profits are not as large as you think they should be, consult us. Our advice is free. If you need

With Only One Writing **THE McCASKEY SYSTEM** **The End of Drudgery**

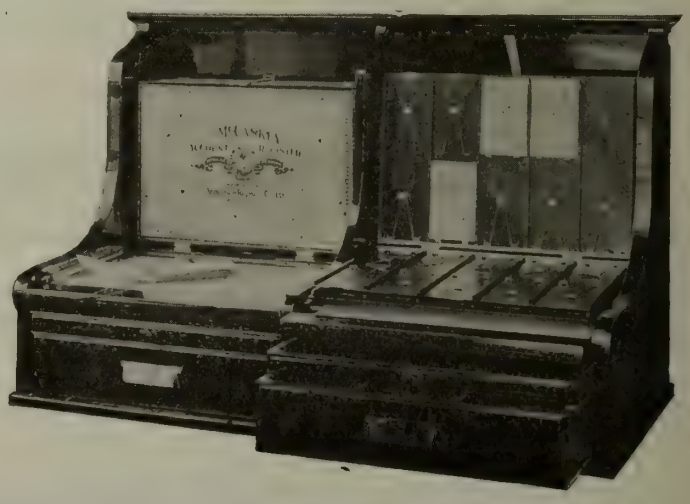
to reduce your bookkeeping labors, to prevent forgotten charges, to prevent errors, to prevent misunderstandings with customers over their accounts, and to improve your collections, we'll tell you so. If the McCaskey System cannot be applied to your business so that it will pay you an enormous profit, we'll tell you so, just as quickly and as frankly.

One hundred thousand merchants in all lines of business have profited by our advice and are using The McCaskey System.

We know a good deal about handling accounts. Some of this information will be valuable to you. You can get it free.

Suppose you write to-day. For convenience, use the coupon.

The Dominion Register Co.,
Limited
96 Ontario Street, Toronto. Canada
(Trafford Park, Manchester, Eng.)
The Largest Manufacturers of Carbon Coated Salesbooks in the World



THE DOMINION REGISTER CO., LIMITED,
96 Ontario St., Toronto, Can.

Gentlemen:—Without obligation on my part, you may tell me how I can increase my profits.

Name .....

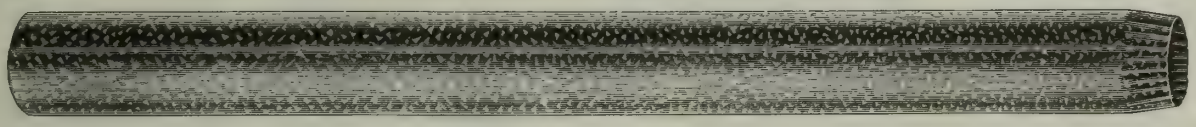
City ..... Prov. .....

Business .....

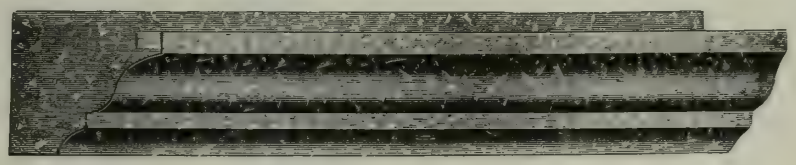
H. & M.

PRESTON ONTARIO

We Want Your Order For Trough and Pipe



Order



Early

The Preston trough formed on our Power Press never springs out of shape. It is made to hold its form always. Every joint fits so snugly into the other that it requires a minimum amount of solder to make the joints water-joint. This also means a great saving in labor.

Our Conductor Pipe is made just as carefully. Every length is true and straight and it has one end crimped to insure it going together quickly and easily. We are now using a new kind of crate on our pipe, which will insure you receiving it in perfect condition.

You Cannot Buy Better Trough Than Ours

The Quality of the galvanized iron used in our trough and pipe is the best money can buy. This assures you and ourselves of satisfied customers and greatly increaed business.

Our traveller is going to call on you shortly with our 1914 Proposition. Wait for him. Don't book until you see him and get our offer. It is going to be a hummer. In the meantime, send us your sorting order. We can ship promptly and we know you will be pleased with our product and our prompt and careful attention.

The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD.,

MONTREAL Quebec | TORONTO Ontario | PRESTON Ontario | WINNIPEG Manitoba | SASKATOON Saskatchewan

Offices in all the large cities.

Head Office: PRESTON, ONTARIO

PRESTON ONTARIO

The ERIE Line

Seamless Steel Tray Barrows—Barrows for all Purposes

3 cub. ft., 4 cub. ft., 5 cub. ft., 7 cub., ft., 10 cub. ft.
Side or end dump. Barrows made the correct way.
Let us have your enquiries.

MANUFACTURED BY

Erie Iron Works, Limited St. Thomas, Ont.

The NICHOLSON-MADE MOWER FILE

THIS is a new Solid-Handle Mower File, made in Regular and Reverse Sections, of which you ought to stock both. It is "Nicholson-made."

This means it is a tool which, before reaching you, has had to pass 10 individual inspections and a final hand-testing for all cutting sides.

Like all other "Nicholson-made" Files (or Rasps), this Mower File is made from a private steel, on private machines, and is heat-treated and hardened by a special private process.

The result is an excellent file. More than that, File after File is "just like the last." One is the same in "feel" and "sharpness" and "cut" as the "Nicholson-made" File which preceded it.

When you stock these "Nicholson-made" Brands

AMERICAN, ARCADE, GLOBE, GREAT WESTERN, KEARNEY & FOOT

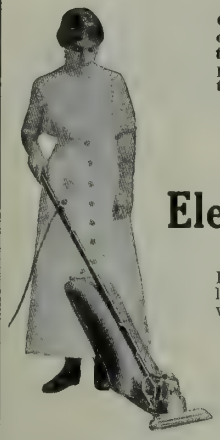
you benefit, because each file is "tested to a standard," and will give satisfactory performance. Buy "Nicholson-made" Files from all jobbers.

NICHOLSON

38 **File Company**

Port Hope, Canada

Very Liberal Discount to Dealers



Considering this and the high quality of these products you cannot afford not to handle them. Our guarantee is a positive protection for you and your trade.

The "CADILLAC" Electric Vacuum Cleaner

Is a low-priced machine that is absolutely efficient and easily operated. Any woman or child can easily handle it—the total weight being only eight pounds. Will give long service. Fully guaranteed. Several models, retail prices from $25.00 to $35.00.

"CADILLAC" Vacuum Cleaner and Carpet Sweeper Combined

This is a powerful, easily operated, light machine which is adapted to every need in the home.
Will last a lifetime. No parts to get out of order.
Takes the place of the ordinary carpet sweeper and produces better results.
A number of styles, retail prices from $9.50 to $14.00.

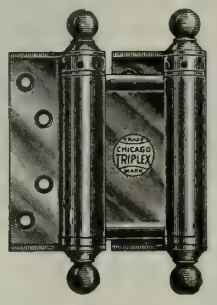
THE CLEMENTS MANUFACTURING COMPANY, LIMITED

76 Duchess Street TORONTO

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK

LOOK ON THE BOTTOM

FOR THIS WARE M'F'G. CO. L'T'D. OAKVILLE PURE ALUMINIUM WARE TRADE MARK

"OAKVILLE"

PURE ALUMINIUM COOKING UTENSILS

Quality in the goods means satisfaction for the customer and profit for the dealer. "OAKVILLE" PURE ALUMINIUM WARE has quality. Write us to-day.

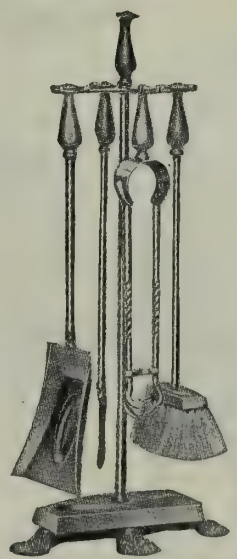
The Ware Manufacturing Co., Limited
OAKVILLE, ONTARIO
Western Distributors:
Moncrieff & Endress, Ltd., Scott Bldg., Winnipeg, Man.

"WILL OUTWEAR ANY WARE"
THE WARE M'F'G. CO. L'T'D. OAKVILLE. ONT

MAYMORE

BRASS Fire Sets, Fenders, Screens, Kettles, Gongs, Etc.

Finish and Design our Specialty



You Should See Our New and Up-to Date Line of Furnishing Goods

Write For Catalog

Thomas W. Kirby 75 Yonge St. Arcade Toronto

Canadian Agents for

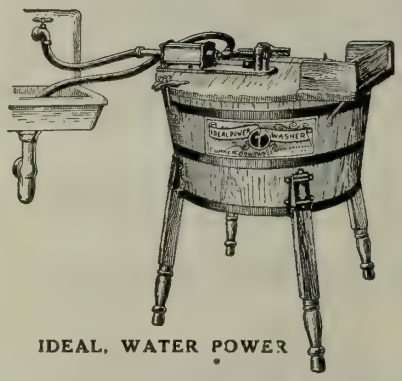
MAY & PADMORE Ltd BIRMINGHAM ENG.

WASHING MACHINES and CLOTHES WRINGERS

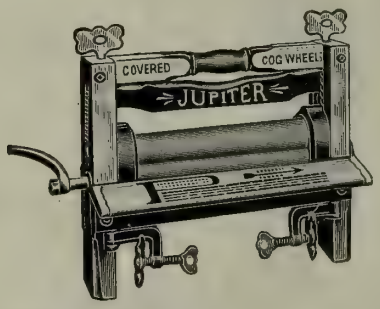
WE CAN DELIVER THE RIGHT GOODS AT THE RIGHT PRICES AT THE RIGHT TIME

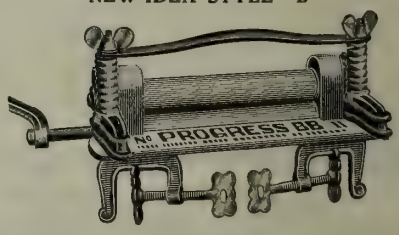
SEAFOAM, ELECTRIC

NEW IDEA STYLE "B"

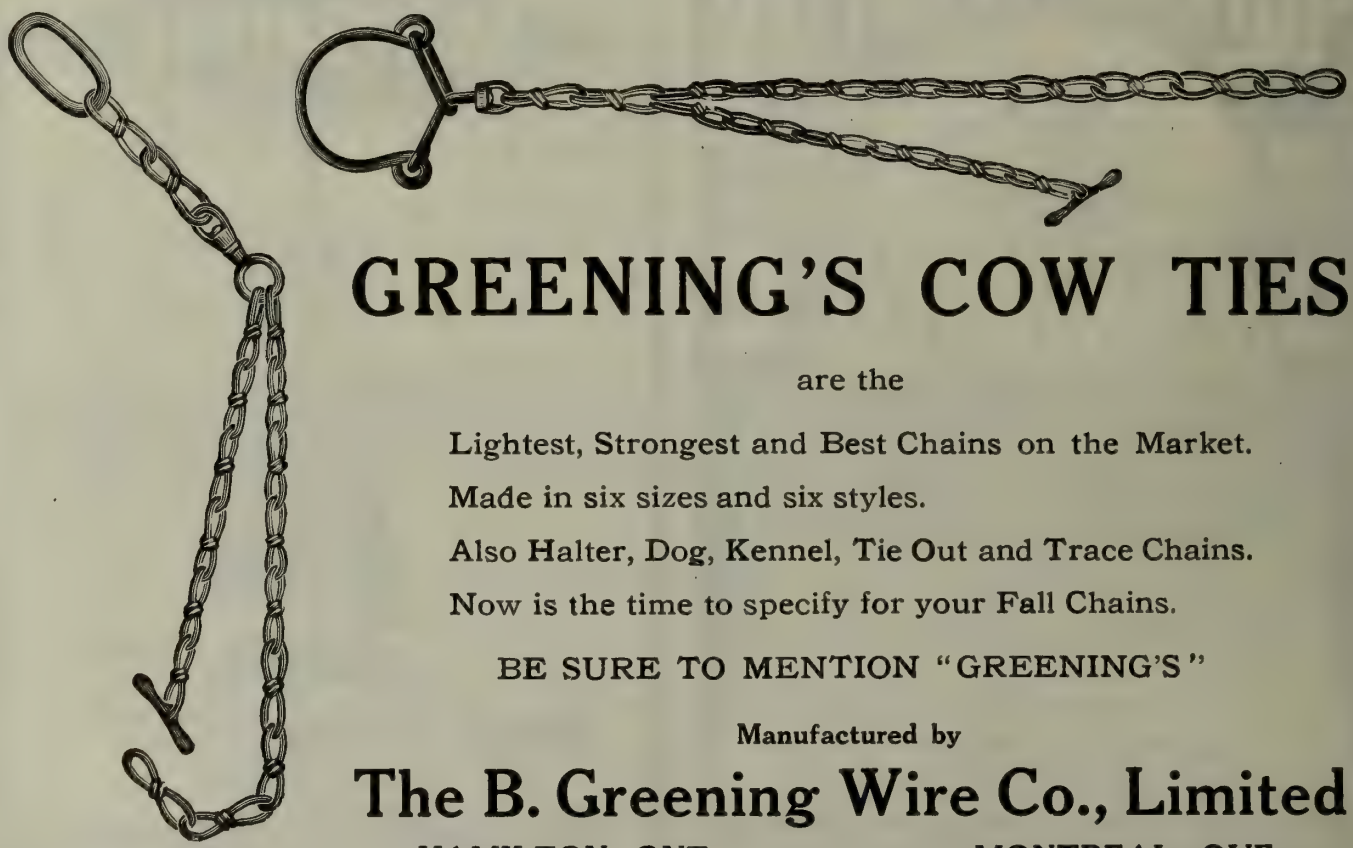


IDEAL, WATER POWER





CUMMER-DOWSWELL, LIMITED - HAMILTON, ONTARIO



GREENING'S COW TIES

are the

Lightest, Strongest and Best Chains on the Market.

Made in six sizes and six styles.

Also Halter, Dog, Kennel, Tie Out and Trace Chains.

Now is the time to specify for your Fall Chains.

BE SURE TO MENTION "GREENING'S"

Manufactured by

The B. Greening Wire Co., Limited

HAMILTON, ONT. **MONTREAL, QUE.**

Easily Taken Apart, but Rigid and True When in Use

That's why it's the most practical take-down square on the market. It is strong at the heel, perfectly made and beautifully finished.

P. S. & W. Take-Down Square

The P. S. & W. Line of Guaranteed Steel Squares is the most advanced in constuction and includes Rafter, Take-Down and Common in all markings and finishes.

The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

Calgary—J. H. Ashdown Hdwe. Co., Ltd.; Wood, Vallance & Adams, Ltd. **Hamilton**—Wood-Vallance, Ltd. **London**—D. H. Howden & Co., Ltd.; Hobbs Hdwe. Co., Ltd. **Montreal**—Caverhill & Learmont; Frothingham & Workman, Ltd.; L. H. Herberte & Cie, Lte.; Lewis Bros., Ltd. **Saskatoon**—J. H. Ashdown Hdwe. Co., Ltd. **Toronto**—H. S. Howland Sons & Co.; Kennedy Hdwe. Co., Ltd.; Rice, Lewis & Son, Ltd. **Winnipeg**—J. H. Ashdown Hdwe. Co.; Merrick-Anderson Co.; Miller-Morse Hdwe. Co., Ltd.; Wood, Vallance Co., Ltd.

Send for Hand-Tool catalog 12-B, listing and describing the complete line.

The Peck, Stow & Wilcox Co.

MFRS. of Mechanics' Hand-Tools, Tinsmiths' Machines, Builders' and General Hardware.

Established 1819.

Address 29 Murray Street, New York, N.Y., U.S.A.

The P. S. & W. Guaranteed Hand-Tools for Carpenters, Machinists, Electricians, Tinsmiths, etc., are all branded with "The MARK of the MAKER"

Dehn's "Peerless" Garage Floor Drains

The only scientifically constructed Garage Floor Drains on the market. When installing our "**Peerless Garage Floor Drains** you will avoid explosions, choked sewers, other complaints and nuisances common in Garages.

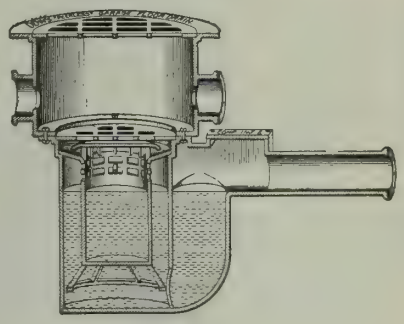


Fig 61

We manufacture more than 100 styles and sizes of Floor Drains. Our illustrated catalog, DEHN'S SANITARY SAFEGUARDS NO. 16, will be forwarded to you upon request.

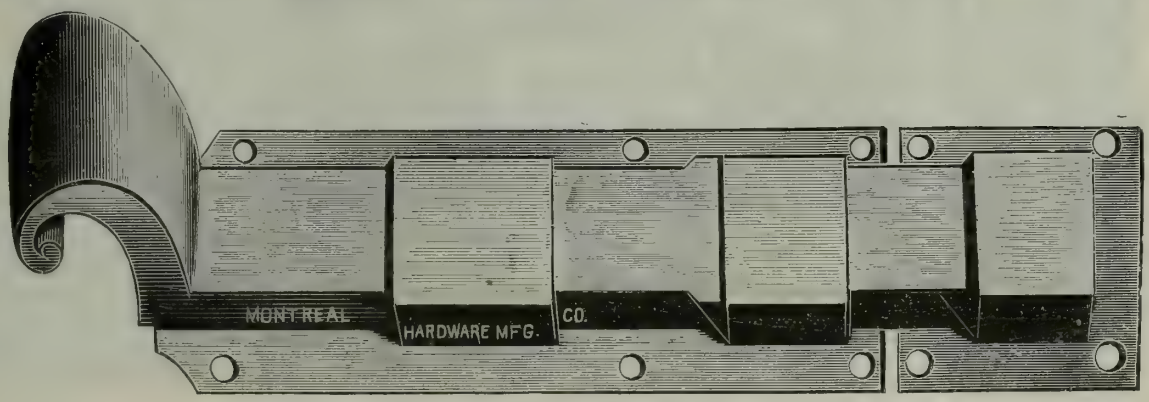
Compound Injector and Specialty Co.

419-421-H N. 52nd Ave., CHICAGO, U.S.A.

Long Distance Telephone, Austin 543

In The Interests Of Your Customers

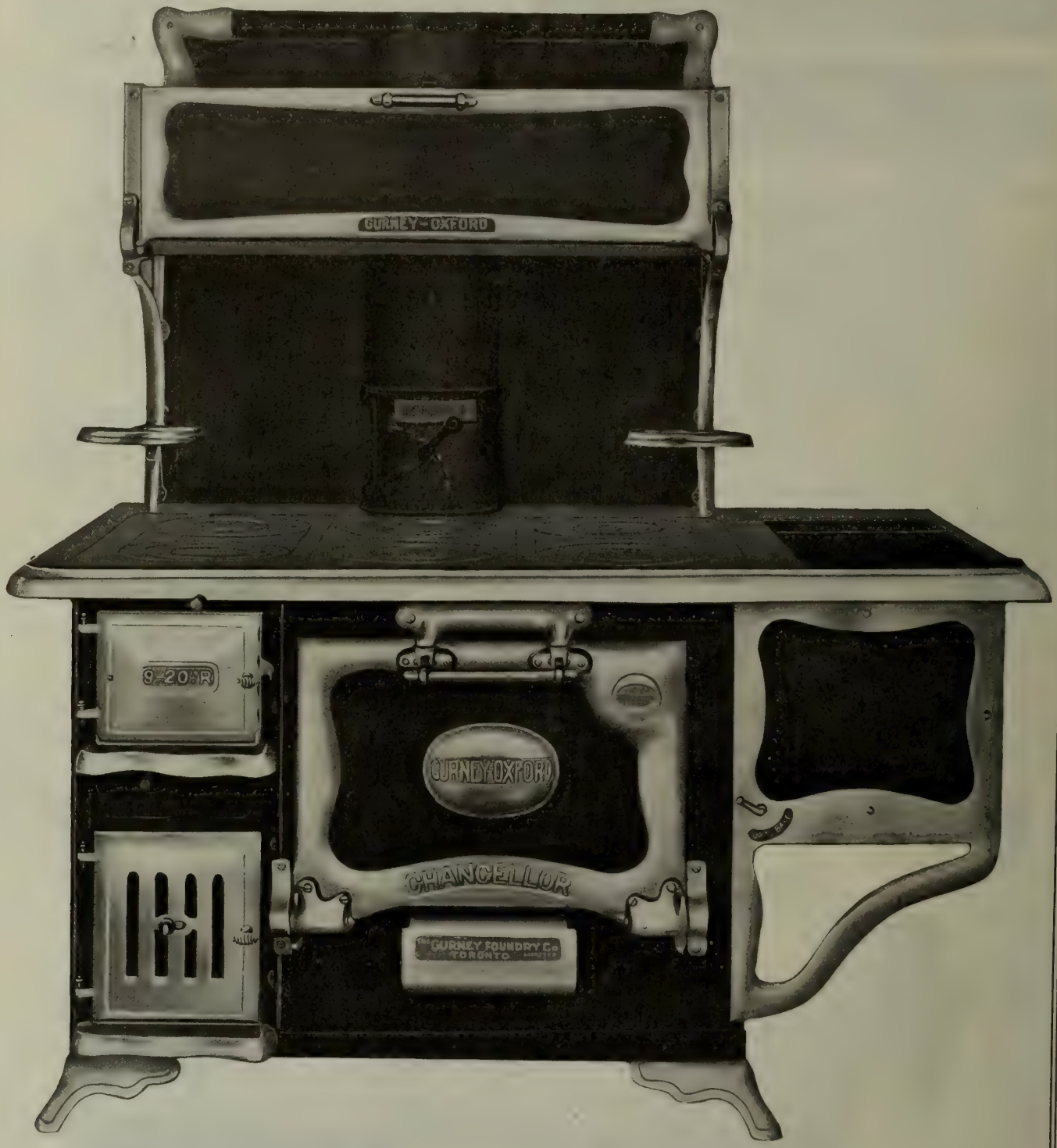
You Should Stock This M. H. Line



Polished Heavy Door Bolts

Every article manufactured by us carries our guarantee. Best Materials—Honest Workmanship—Finest Finish. M. H. Goods are made in Canada and will please your trade.

Montreal Hardware Manfacturing Co., Limited, Montreal



Place This Range in Your Window

Dress that window with splendid poster material provid d by us.

Get a real advertising campaign working in your town. We'll send details if you like.

Hook up with the stove concern that has simplified the repair problem (have you seen these charts?). In a word, be the modern, hustling, successful, Gurney-Oxford Dealer in your community if you're not too late.

Get details from our nearest office.

GURNEY-OXFORD

The Gurney Foundry Co., Limited

TORONTO Montreal, Hamilton, Winnipeg, Calgary, Vancouver

Two Ranges In One!

A Combination of the Best Coal and Best Gas Range We Make

The Kind of Seller for which You are Looking

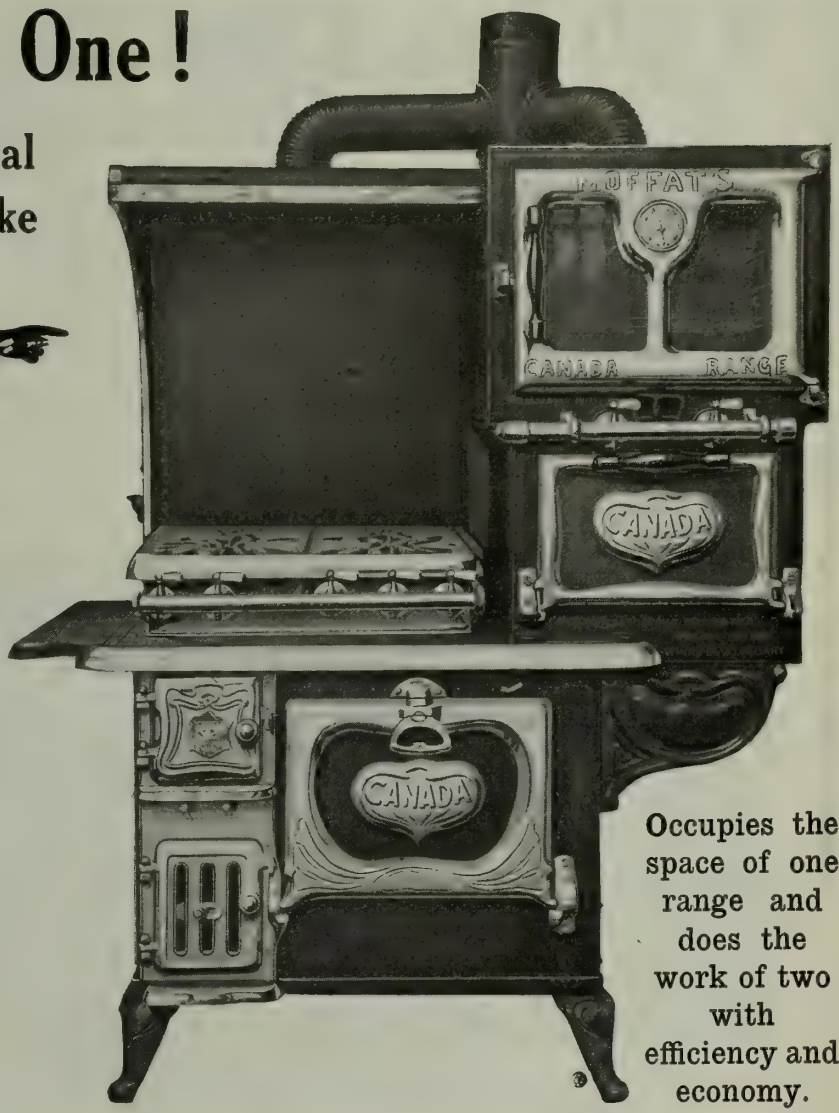
The most important part of a gas range is the burner: a coal range—the fire-box.

The Gas Section of the Canada Combination is fitted with the most scientific burners yet produced.

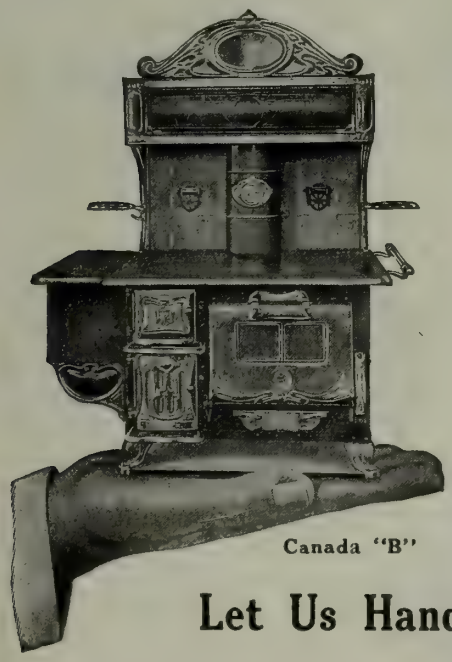
There are no burners in the flues to close up.

The coal fire-box has very heavy bricks, enclosed cogs, heavy anti-clinker duplex grates, and brick rests. All parts easily removed when required.

The interior of the gas oven is removable without undoing a single bolt or nut, making it a pleasure instead of drudgery to keep it clean.



Occupies the space of one range and does the work of two with efficiency and economy.



Canada "B"

Nickel work and ornamentations are especially adapted for cleaning, all the corners are rounded, no bolt heads or nuts on the face of oven doors and medallions.

The canopy and ovens are both ventilated into the smoke pipe.

The 4 burner gas table folds up under canopy.

Both coal and gas ovens can be used at the same time.

Let Us Hand You A Good One—The Canada "B" Steel Range

Sales come quick and you get a splendid profit.
Ask for full particulars.

The MOFFAT STOVE CO., Limited, Weston, Ont.

Montreal Winnipeg Calgary Vancouver

A 50 Per Cent. Saving in Fuel

Absolutely Guaranteed

Is not this sufficient reason why you should recommend and sell this range to your trade?

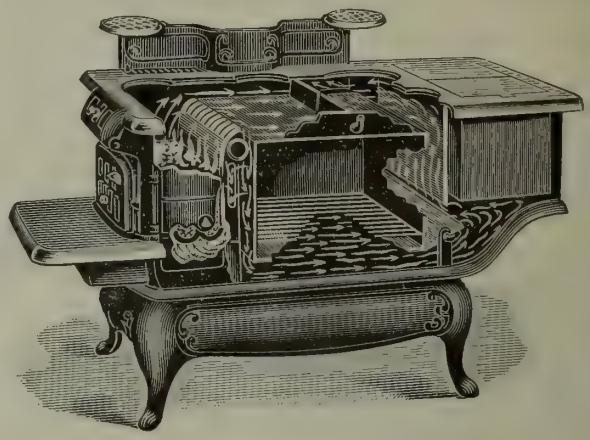
Thousands of these ranges are being used all over Canada, giving a satisfaction that heretofore has been unobtainable.

The improved fire travel makes use of every heat unit that your fuel produces.

The *Supreme* Range is made in steel and cast iron, is artistically designed and well finished.

Let us send you one on trial.

Write us for full particulars.



The Supreme Heating Co.

Limited

WELLAND, ONTARIO

Davidson's Extra Quality, Strong Galvanized Iron Pails

Attractively Decorated with Bands of Bright Red Japan and Neatly Labeled

"Contractors"

No. 116, capacity 16 Imp. quarts. Seamless body, with heavily wired top edge, and fitted with iron rim to protect bottom.

Minto.

No. 14, capacity 13 Imp. quarts. Strong and durable, and fitted with heavy pressed Hercules bottom.

"Alberta"

Capacity 12 Imp. quarts. Flaring pattern, heavy material, reinforced ears, extra wide across top.

These pails are galvanized after being formed, which adds considerable to their strength and wearing qualities. They are in great demand for use by contractors, railways, roofers, cement workers, corporations and the mounted military camps.

Write For Prices

THE THOS. DAVIDSON MFG. CO. Limited, Montreal, Winnipeg, Toronto

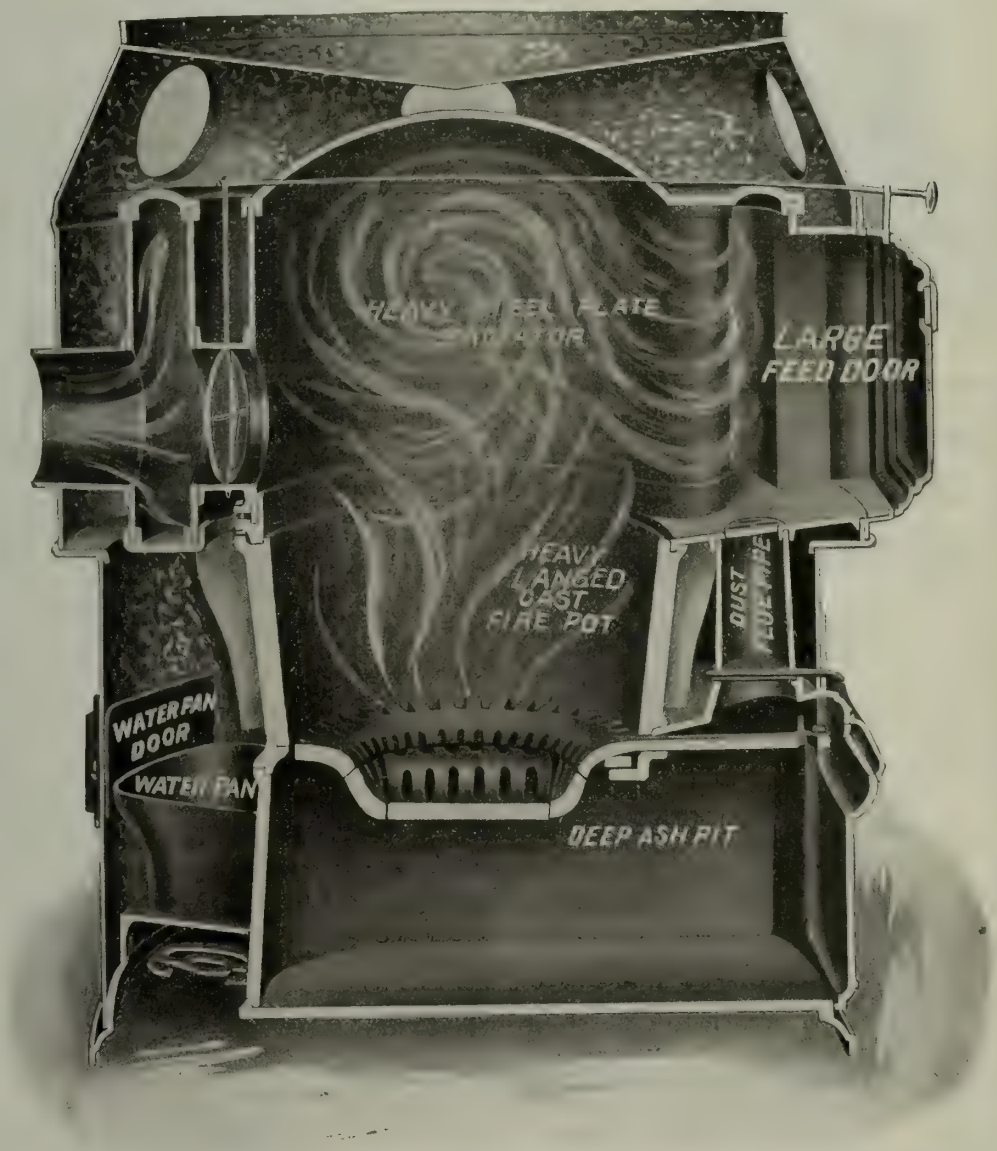
Triple Radiating Surfaces

New Idea Furnaces

Big Fuel Savers

leave no room for dissatisfaction.

They Eliminate Clinker Troubles, Minimize Repairs and give an Exceptionally Long Service. No sifting of ashes necessary.



The construction of the New Idea is such that the heat makes a complete circuit of both inner and outer radiator and is practically **all** absorbed before it reaches the smoke pipe.

The **New Idea Duplex Grate** is the only grate made embodying all the advantages found in, rocking, dumping and shaking grates and eliminating all their disadvantages.

You can remove ashes and clinkers from this grate without the loss of any coal.

Our **Five Year Indemnity Guarantee** stands behind every New Idea Furnace that you sell.

Let us send complete description.

Hamilton Stove & Heater Co., Limited, Hamilton, Ont.

Successors to Gurney, Tilden & Co., Limited. Tilden, Gurney & Co., Limited, Winnipeg, Calgary, Vancouver.

McClary's

New 1913 "Famous" Oil Heater

will appeal to all dealers as a
Quick Selling Article

it's
STRIKING NEW FEATURES
compel the attention of all
discriminating buyers.

New Method of Rewicking.
Automatic Wick-Locking Device.
Oil Indicator.
One-piece Copper Tank.

Order To-Day—McClary's Ship Quick

McClary's

London Toronto Montreal St. John, N.B.
Hamilton Winnipeg Vancouver Calgary
Saskatoon Edmonton

The "Furnace"

For Economy, Service and Satisfaction

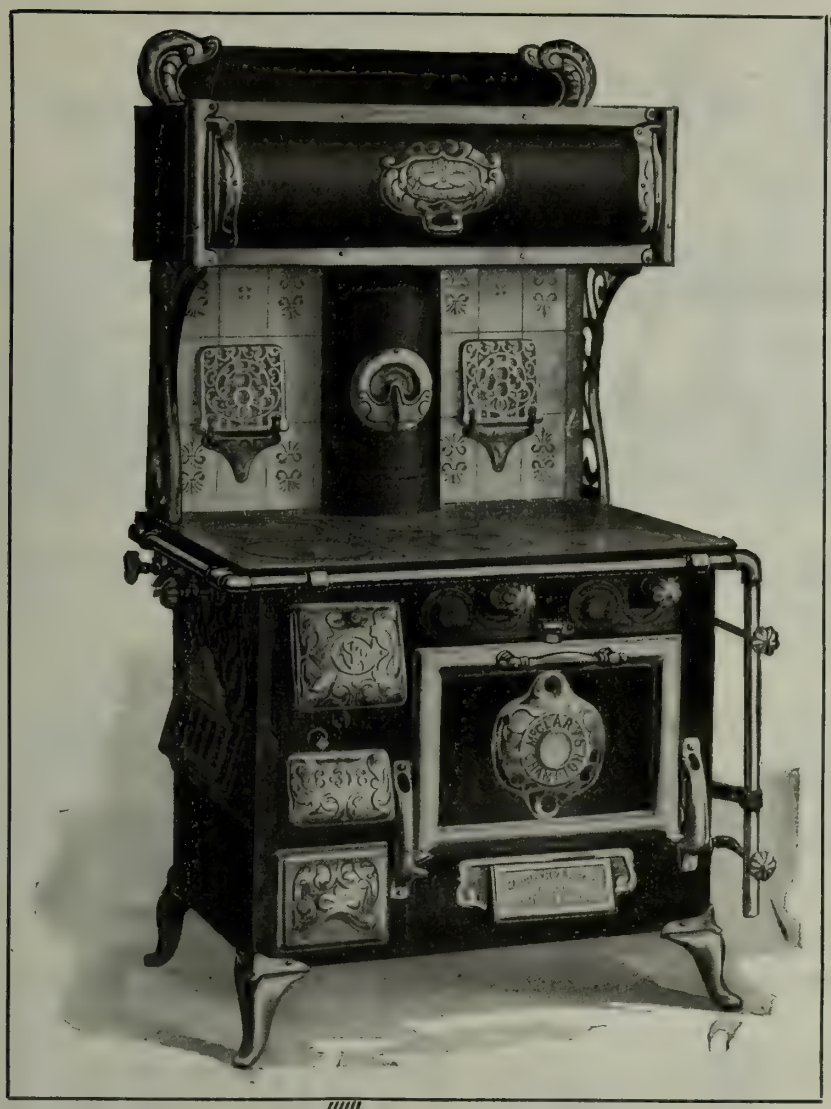
The dealer who sells "Banner Furnaces" effects a quick turnover and procures a most desirable profit.

The "**Banner**" always makes good. The maximum service which it gives is the result of the great care taken during its course of construction. **Particular attention is given to the Grate Bars, the Fire Pot and Dome or Combustion Chamber** because these are the parts that are nearly always the first to give out in the ordinary furnace.

"**Banner**" Furnaces are simply constructed and easily installed. Made in 5 sizes.

Let us give you the full description of this business builder—Write for illustrated catalog.

The Galt Stove & Furnace Co.
LIMITED
GALT, ONTARIO



McClary's Champion Range

is the only **Interchangeable** Range manufactured

Burns Coal, Gas and Wood

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

THE superiority of the CHAMPION is quickly recognised by all users; but its reputation for **service** is the result of the uniform high quality of all its parts.

THE fact that the Range is a McClary production is a safeguard to all buyers, the "quality firm" having given complete satisfaction to thousands of range users throughout the Dominion.

EVERY dealer who handles the CHAMPION **feels** the influence of a great organization at his back, and **knows** that McClary's goods are all backed up by a complete system of advertising.

COMMUNICATE with our nearest branch at once for particulars.

MONTREAL HAMILTON
LONDON TORONTO
CALGARY

McClary's

WINNIPEG VANCOUVER
SASKATOON EDMONTON
ST. JOHN, N.B.

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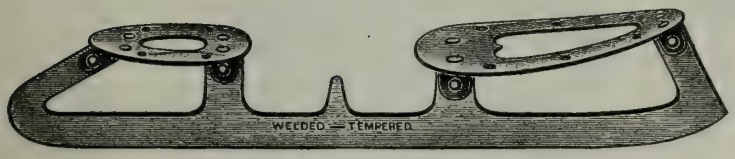

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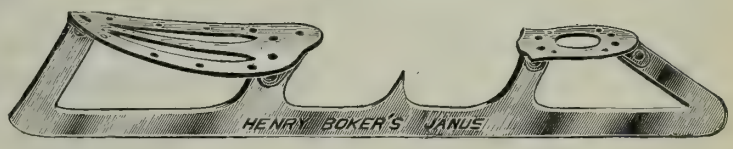

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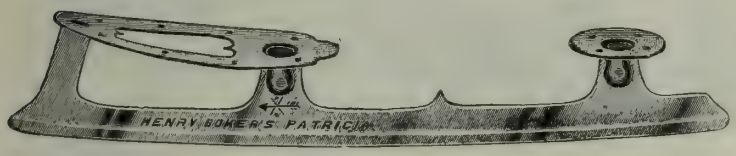

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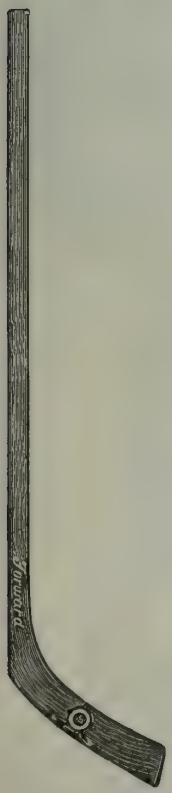
"**CANADIAN BELLE.**" Best quality forged and tempered steel runners, nickel plated and polished for ladies' boots. Sizes 9 to 11 inches.



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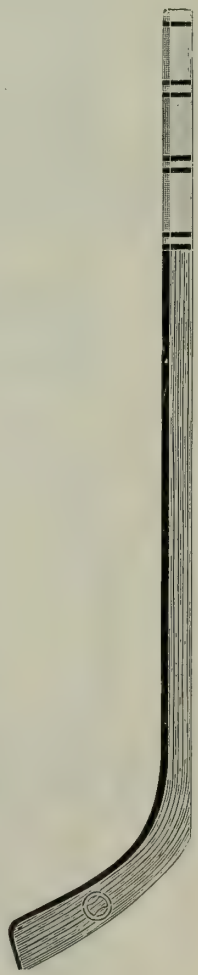

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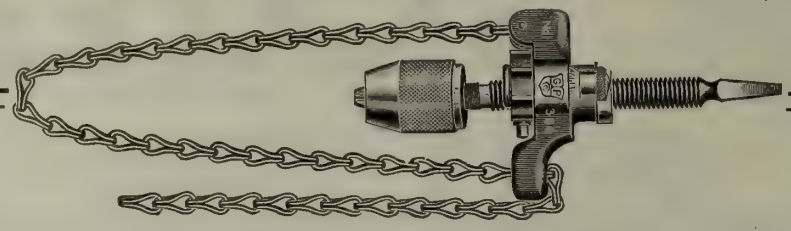
MONTREAL



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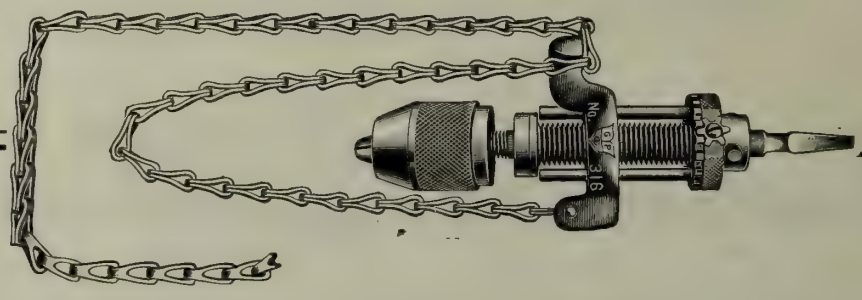
Toolsmiths



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B.B. Co. Presses Embody

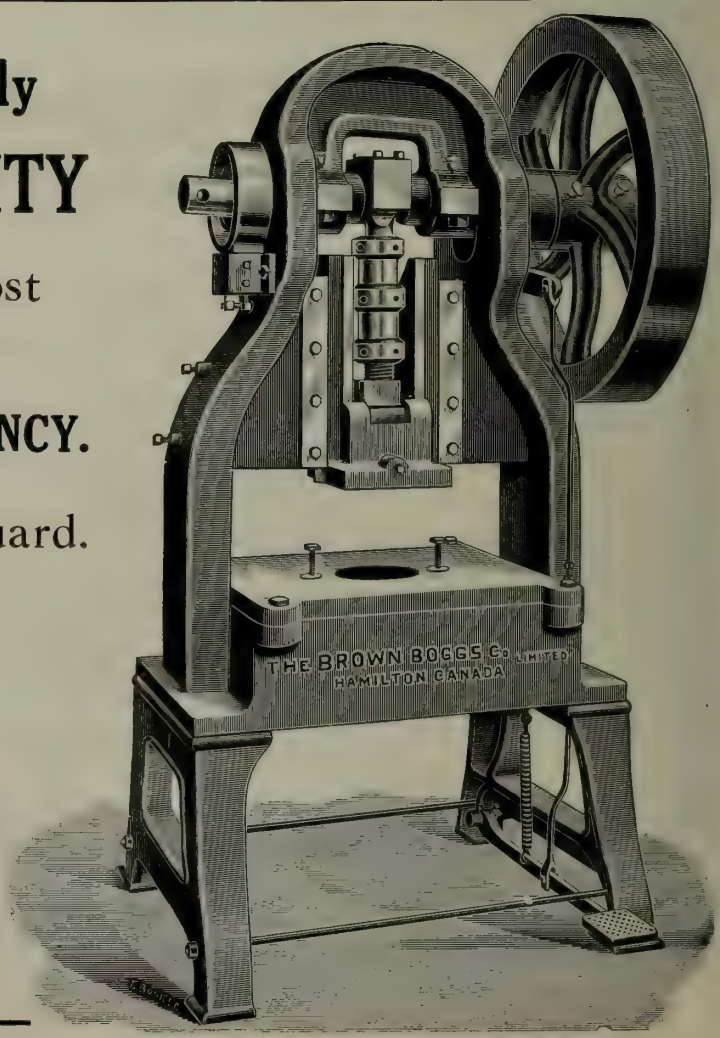
STRENGTH and RIGIDITY

MINIMIZING maintenance cost of both press and tools.

Every B.B. Press spells **EFFICIENCY.**

Our experience is your safeguard.

LET US QUOTE ON YOUR PRESS REQUIREMENTS.



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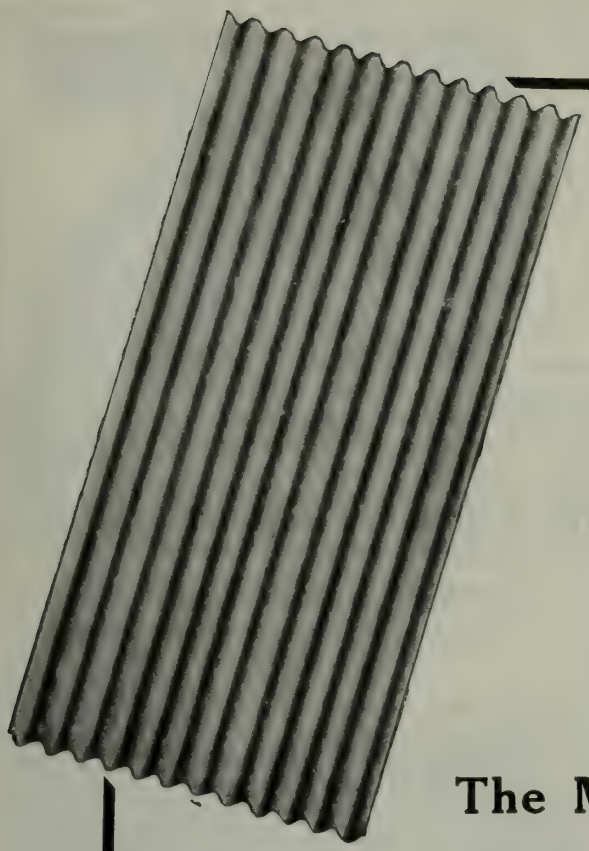
HAMILTON, CANADA

Presses, Dies, Tinsmiths' and Sheet Metal Workers' Tools, Canning Machinery



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If you want to handle the best corrugated iron made—the kind that makes satisfied customers—you should write to us for all the facts about "Metallic" corrugated iron. Don't think that corrugated iron is all alike. There is a lot of difference in it; and if you will write us we'll give you some good sound reasons why you should handle "Metallic" Corrugated Iron. We make it in galvanized or painted sheets, straight or curve.

We manufacture all kinds of sheet metal building materials.

The Metallic Roofing Co., Limited

TORONTO — Manufacturers and — WINNIPEG

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"The Name's The Guarantee"

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A trial order will convince you that Spear & Jackson goods are **the satisfaction givers and quick sellers for which you are looking.**

Spear & Jackson, Limited, is an **old-established firm** with a long retained reputation for quality. **Your inquiries will receive prompt attention.**

SAWS, FILES AND EDGED TOOLS

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CORISTINE BUILDING, MONTREAL

MAGNOLIA

UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

SOLD BY LEADING DEALERS EVERYWHERE OR BY

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MAGNOLIA METAL CO.

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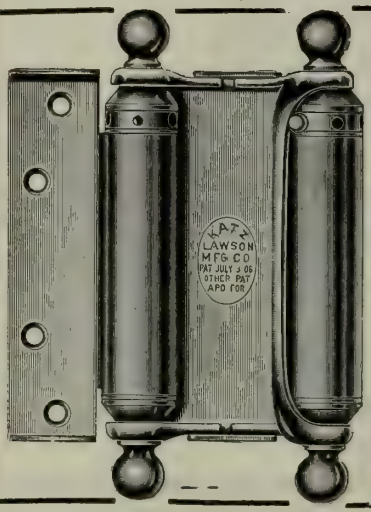
TRADE MARK



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"KATZ"

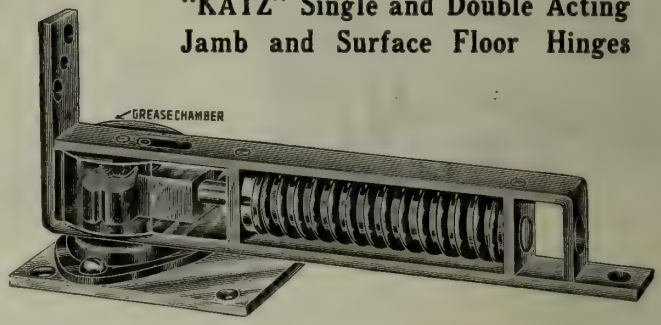
Reg. U. S. Pat. Office

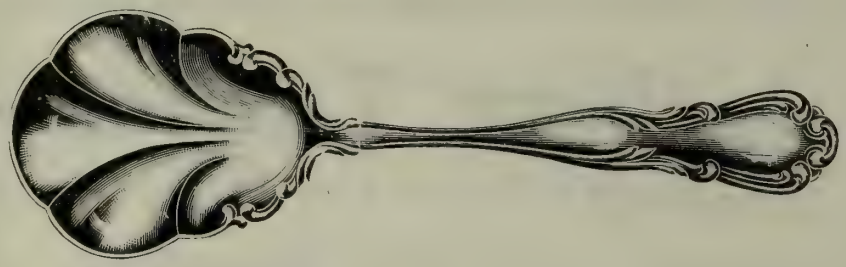
Single or Double Acting Spring Jamb Hinges swing the door on the true bearings (always did). Buy KATZ hinges, they represent the utmost efficiency in hinge construction.

Lawson Mfg. Co.
CHICAGO
215 W. Huron St.
New York - Philadelphia

Who Can Beat Them?

"KATZ" Single and Double Acting Jamb and Surface Floor Hinges





Leonora Pattern, one-half actual size

McGLASHAN, CLARKE CO., LIMITED
Niagara Falls, Canada

AGENTS: J. MacKay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, Prince Edward Island.

High Grade Cutlery Electro-Plate and Solid Nickel-Silver Flatware

SILVER OR GILT BOWL

These Spoons are made of the best quality of materials, by skilled workmen. Our guarantee backs up our goods, and our goods make good our guarantee.

Your Jobber has them. Ask him

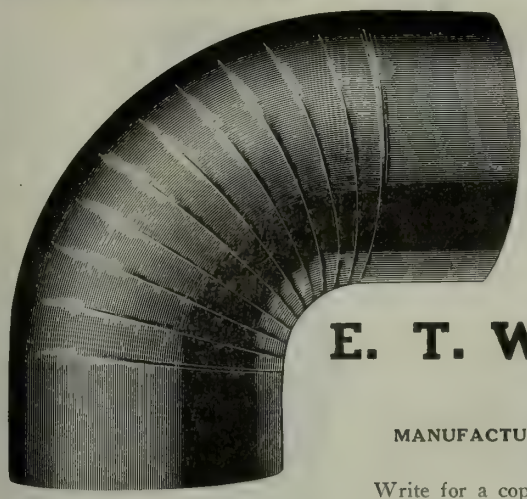
The Best Fitting Trough and Conductor Pipe on the Market is Still Being Made by us

Also Ridge Roll, Valleys, Elbows, Skylights, Ventilators **and Corrugated Iron**

We ship while others are thinking about it

WHEELER & BAIN, Toronto, Ont.

FURNACE ELBOWS - Machine Made



The busy furnace season is now here, and most furnace men have all they can do to attend to their numerous orders.

IT DOES NOT PAY TO MAKE YOUR OWN FURNACE ELBOWS BY HAND. We make these in large quantities—enough to supply the whole Dominion—and sell them at a price much below the initial cost of the hand-made article. Besides, they are much stronger, neater, and more acceptable in every way to the furnace owner.

TIN - BLACK - GALVANIZED

The material used is extra heavy gauge.

7 - 8 - 9 - 10 - inches.

All the standard sizes for furnace work.

Made in all angles, 45 - 60 - 90 degrees, etc.

E. T. WRIGHT CO., Limited

Hamilton, Canada

MANUFACTURERS OF STOVE PIPE ELBOWS, CONDUCTOR ELBOWS AND FURNACE ELBOWS

Write for a copy of our illustrated catalog now being distributed.

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

"PARKYTE" Sanitary Chemical Closets

No! Mr. Dealer, we do not make the cheapest closet on the market—honest material and workmanship won't allow us.

See that *cast iron top and bottom,* thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitations.

We manufacture a superior grade of sweeping compound, put up in 250 lb. bbls.—150 lb. boxes. 75 lb. boxes and crates of 24 5 lb. tins each.

See Ashdown's latest catalogue, all branches, Also Hobbs Hardware, London, Ontario.

PARKER-WHYTE LTD., Winnipeg

Canadian Tube & Iron Company Ltd.

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BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture **NIPPLES** in all sizes—black or galvanized.

Works: Lachine Canal

The Canadian Rogers Company, Limited

PAID UP CAPITAL $1,000,000.00

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FACTORY

570 King St. West, Toronto

HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

Vol. XXV. TORONTO, SEPTEMBER 20, 1913. No 38

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REGULAR FEATURES

Twenty Years Ago—Leaks in the Hardware Store—Catalogues and Booklets.

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* -:- H. T. HUNTER, *General Manager*

(ESTABLISHED 1887)

Cable address: Macpubco, Toronto; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

HARDWARE AND METAL

J. G. Lorriman, *Manager*
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Alex. Wales, *Advertising Representative*

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Geo. D. Davis, *Associate Editor*
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CANADA—Montreal, 701-702 Eastern Township Bank Building; Toronto, 143-149 University Ave., Telephone Main 7324; Winnipeg, 34 Royal Bank Building, Telephone Garry 2313; Vancouver, H. Hodgson, 2649 Third Avenue West.

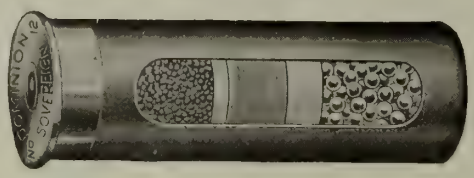
GREAT BRITAIN—London, Eng., E. J. Dodd, European Manager, 88 Fleet St., E.C., Telephone Central 12960.

UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Chicago, Ill., A. H. Byrne, 140 S. Dearborn Street, Telephone Randolph 3234; Boston, Room 643, Old South Building, Telephone Main 1024.

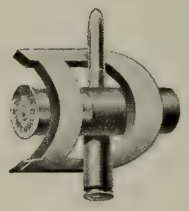
FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.

SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, $2 a year; United States, $2.50 a year; Other Countries, 53 a year; Single Copies, 10 cents. Invariably in advance.

DOMINION AMMUNITION



Dominion Sovereign Shells 20, 16, 12, or 10 Gauge, loaded with chilled shot and bulk smokless powder only. The high velocity shell with the slight recoil, shot by experienced Canadian shooters and sold by Canadian dealers who carry the quick moving brands of merchandise.

There is a  on every box of Sovereigns.

Dominion Cartridge Co., Limited, Montreal

O-Cedar Mop Polish

(Made in Canada)

Nothing Like It For Giving Satisfaction — Dusts, Polishes and Disinfects at Same Time

This mop makes a "hit" with the housewife because it gets into every crevice and corner, and makes it easy to clean those hard-to-get-at places—above or below.

This mop is advertised in the daily papers in the important cities from coast to coast in Canada. Housewives in your vicinity are reading about its great advantages.

Why not stock a trial order? A window display will prove a wonderful silent salesman—you will make sales with practically no effort, and reap a most desirable profit.

Send us your request for full particulars to-day.

Manufactured and Guaranteed by

CHANNELL CHEMICAL CO., LIMITED

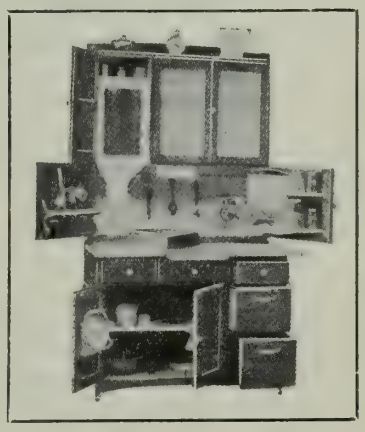
369 Sorauren Ave., Toronto, Ont.

HARDWARE AND METAL

Vol. XXV. SEPTEMBER 20, 1913 No. 38

Handled Kitchen Cabinets With Great Success

W. H. Squair & Son, of Gladstone, Man., sell nineteen cabinets in a little over a month—A valuable specialty line for hardwaremen to handle—Woman demands emancipation from household drudgery, and the kitchen cabinet is becoming a necessity.



WOMAN is striking for more than the right to vote. She has registered her desire for emancipation from the drudgery of household work. The days when the housewife would plod along from early morn until late at night, laboring under the difficulties of inadequate utensils, are gone. Modern woman refuses to wash clothes in the tub and wring them out by hand. She wants a washing machine and a wringer. Likewise, she refuses to run dozens of times a day from pantry to kitchen while engaged in baking. She needs, and demands, a kitchen cabinet.

The universal call for cabinets is a manifestation of the growing recognition of the need for efficiency in domestic arrangements. Under the old way, a woman wasted previous moments getting flour from one place, sugar from another, baking powder somewhere else. It took her twice as long to do her baking as it does when she has a cabinet, and was doubly trying. A kitchen cabinet soon pays back in time saved the price laid out for it.

Kitchen cabinets have become a necessity, having graduated from the luxury class in record time. They are being sold by the thousands all over the country. The time is probably not far off when a cabinet will be just as common a feature of the equipment of the kitchen as a cook stove.

It is interesting, from the standpoint of the hardwareman, to note that an effort is being made in the United States and Canada to disassociate the kitchen cabinet from the furniture line. In departmental stores, where the cabinets are shown with the furniture, sales are not as large as when they are placed with household goods. The reason for this is not hard to find. A woman goes a dozen times into the household goods department for every once that she goes to look at furniture. Every time she goes to the store to buy a saucepan, a nutmeg grater or any kitchen utensil, she sees the cabinets. Naturally, she gives some thought to it, being in the store on an errand connected with kitchen equipment. It is not long before she possesses one of the cabinets herself.

It follows that the cabinet is becoming recognized as a hardware line. In places where the departmental store is not known, the hardwareman gets the bulk of the trade in household goods. He sells the housewives of his district practically everything they use in the kitchen from a coal range to a paring knife. Why not a kitchen cabinet then?

That this is a logical development is borne out by the way in which hardware stores are growing into the kitchen cabinet line. From all parts of the country word comes of successful sales being held by hardware dealers.

That the hardware store can make an exceedingly valuable feature of cabinets is demonstrated by the experience of many dealers who have "taken the plunge."

Had Record Sales.

W. H. Squair & Son, of Gladstone, Man., started to handle a line of kitchen cabinets this summer for the first time. They took on the line as they felt that more specialties could be profitably handled and cabinets seemed the most desirable line to start. Having reached this decision, the firm began to feature the new line with characteristic energy. A special sale was held. Heavy advertising was done and for a few weeks everything about the store suggested kitchen cabinets.

Writing to Hardware and Metal, a member of the firm says: "The amount of business we have done has been far beyond our expectations. From the 26th of July to September 1st, or in a little over a month's time, we have sold nineteen cabinets.

"Although the profit is a very generous one, we consider under the circumstances that the publicity given us by the advertising and the number of ladies it has brought to our store an even more valuable asset. We have been able to interest the ladies who came in to see the cabinet in other lines with very few exceptions.

"We might further say that it requires very little floor space for displaying these cabinets."

Draws Trade in Other Lines.

The above letter touches upon what is undoubtedly the most important phase of the question. By handling kitchen cabinets, the hardwareman acquires a lever to improve his trade with members of the fair sex. Women would visit the store to inspect the cabinets who could not be induced to do so in any other way. They have not yet acquired the habit of visiting the hardware store as often as they should. Often, when household articles are required, they go to the 5, 10 and 15-cent stores. This habit—and it is a very common one—should be broken; and the best way to go about it is to handle some specialty which will draw women to the store and thus enable the dealer to demonstrate the unexcelled opportunities that he offers in this line. For this purpose, the kitchen cabinet is a splendid line and, doubtless, all firms could achieve the same success as the western firm quoted above.

Feature Line Strongly.

The hardwareman who decides to take on this line must go into it prepared to make special efforts. The cabinet should be introduced through the medium of a special sale and demonstration. To merely place cabinets in stock and wait for business to come would be inviting failure. A strong effort will bring immediate results in direct ratio to the effort made.

There are many stores that carry fine merchandise, but display it with the same antiquated equipment of twenty-five years ago. Proper store fixtures are not a luxury. They constitute a convenience that the public is beginning to demand. If one merchant cannot see the advisability of modern equipment, it is likely his competitor will.

The Manufacturers and the Tariff

President Gourlay outlines the policy of the C. M. A. in regard to tariff—Are fairly well satisfied with general regulations existing at present, but are strongly opposed to any lowering.

Halifax, Sept. 17.—In his presidential address to the members of the Canadian Manufacturers' Association here to-day, R. S. Gourlay paid considerable attention to the tariff and the financial and business situation in Canada.

His remarks on the tariff were of great length, covering the question fully. Some of the statements made were as follows:—

"In this connection it is interesting to note that the general revisions of our Canadian tariff have synchronized fairly closely with the general revisions of the United States tariff. Our revision of 1894 corresponded with their Wilson tariff; the Fielding tariff of 1897 corresponded with the Dingley tariff of the same year; the Payne-Aldrich tariff of 1909 followed only two years after our revision of 1907. Stability is a characteristic essential to any good tariff policy, but stability should be predicated upon adequacy of protection, scientifically graded through every schedule. The remarkable progress we have made of recent years, and the general prosperity which our country has enjoyed, clearly evidence the fact that our tariff in the main has been a beneficial one. But it is by no means perfect. The woollen schedule is not what it should be; otherwise an industry that should be indigenous to an agricultural country like Canada would not have languished as it has. Neither is the iron and steel schedule satisfactory. As at present constituted, it is to some extent encouraging the establishment and expansion of what might be called 'secondary industries,' but it is far from adequate in the protection it affords to certain of the more basic branches of the iron and steel trade, where the investment in plant must necessarily be heavy and where volume of output counts for so much. I cite only these two cases to support my contention that the tariff needs revision, and needs it badly.

"We do not ask, nor do we want, higher duties all along the line. I am aware that such desires are attributed to us, and will probably continue to be, despite anything we may profess to the contrary. If it will serve any useful purpose let me here and now place our association on record once more as being satisfied with the present general level of our tariff, subject to the adjustment of certain defects, such as those I have mentioned. But it should also be made clear and emphatic that we are unalterably opposed to any general lowering of the tariff on goods of a class or kind made or produced in Canada."

MARRIAGES OF HARDWAREMEN.

W. R. Phillips, of the hardware firm of Geo. Phillips & Son, Havelock, Ont., was married to Miss Jennie Mae Vandervoort, of the same place, on Wednesday, Sept. 3. Hardware and Metal extends congratulations.

The marriage is announced of Miss Ethel Pelfer, Toronto, to J. C. Northcott, of the travelling staff of H. S. Howland, Sons, & Co. Hardware and Metal joins with their many friends in extending congratulations.

Holding Demonstrations at the Fall Fair

Exhibits, accompanied by practical demonstrations, prove the forerunners of big sales — Owen Sound firm conducted store demonstration, with assistance of local baker, and got splendid results.

There are many ways by which the hardware dealer may secure publicity for his store. It is the desire of every live dealer to keep the name of his firm, and also his goods, before the eyes of the public. Newspapers, catalogues, hand bills, sign boards, circulars, personal letters, window displays, etc., are used in an effort to secure publicity and assist in creating inquiries and sales.

One of the most popular forms introduced during recent years is in giving demonstrations. Demonstrations are given with such lines as dustless mops, stoves, vacuum cleaners, painting materials, washing machines, etc. A large number of firms hold demonstrations in the stores. The show windows are also used considerably for demonstrating purposes. Some dealers, however, have gone a step further, and have extended their demonstrations and exhibits to the annual fall fair held in their locality. These fairs attract farmers for many miles around, and the townspeople also take a great interest. The majority of dealers, who have exhibited at fall fairs, report that results have been very satisfactory. In some cases many immediate sales have been made, and in other cases a good list of prospects has been secured which resulted in sales being made later on.

The visitors at the fair are usually looking for circulars, booklets, etc., and in many cases they are very careful in taking home any reading matter which may be distributed. This is particularly true regarding the farmers. It is not an uncommon sight to see the farmer going home with his pockets full of reading matter. This matter is read by the farmer and his family, and often results in inquiries being made for the goods advertised in this manner.

The fact that the dealer is interested in the fair is also appreciated by the local public. Last season an Owen Sound hardware firm had a stove exhibit at the annual fall fair. The firm hired a local baker to demonstrate the working of the stove and also its cooking qualities. Tea biscuits were made and served to the ladies. The ladies were very much interested, and the dealer secured a good list of prospective stove purchasers. Many of the prospects proved to be purchasers later on.

In some cases the dealers secure the services of an expert salesman from the stove manufacturer.

The accompanying illustration shows a paint exhibit used by C. P. Moore, of Sydney, C.B. The exhibit was devoted to the display of paint with a view to creating interest in fall painting.

Demonstration booth employed by Anderson & Lusby, last year, at the New Westminster Fair.

HARDWARE AND METAL

Vol. XXV. No. 38 Toronto, Canada, Sept. 20, 1913 Two Dollars per Year

PRACTICAL MEN NEEDED.

ONE OF the greatest needs in the hardware trade, as in nearly every other trade, is the need of thoroughly practical men. To become a good hardwareman, the salesman must study hardware from the ground up. It is not sufficient to master the essentials of salesmanship, to get to know how to meet the customer and close a sale; a practical knowledge of hardware is quite as necessary.

In former days, when the apprentice system was general, a lad entered a store and was given a thorough training extending over a period of years. The young man emerged from his period of apprenticeship with a knowledge of the trade he had chosen to follow. He knew a good tool when he saw one. He understood how it was made, how it should be used, what its chief points of merit were. He knew something of tinsmithing, heating and plumbing. He was, in fact, a practical hardwareman.

The apprenticeship system is falling into disuse more and more all the time. Lads nowadays are not content to start in at the bottom at a small wage and work up. They prefer to work in some capacity where their services are worth more but where they learn little and where, consequently, they have little chance for advancement. The result is a dearth of material for apprenticeship and a corresponding shrinkage in the number of men who have as thoroughly practical a grounding in their trade as they should.

A return to a more general use of the apprenticeship system would be a move of much benefit to the trade.

U. S. STEEL MARKET STRONG.

THE STEEL industry is the barometer of trade conditions. If there is any evidence of weakness in the industrial world, it manifests itself first in steel. Therefore, in a time of uncertainty all eyes turn to the steel market.

It is significant that the U.S. iron and steel market has been steadily leaving uncertainty behind and reaching a condition of pronounced activity. A substantially heavy output is being maintained.

The summer months were marked by at least the average share of dullness. There were, however, evidences of a rapidly growing demand and, as a contemporary says, "nothing has been clearer than that the course of the trade has been dictated, not by what was in the minds of buyers, but by their actual necessities. They have bought not as they desired but as they were forced to buy, and thus it has been that decreasing volume of business on mill books has corresponded with increasing buying requirements on the part of the buyers, which has worked out into increased buying month by month."

The physical activity of the iron and steel trade has been wonderful. The twelvemonth ended with August was by far the greatest in pig iron output in history. It is quite apparent that conditions are fundamentally sound in the United States. It is gratifying to be able to state. also, that conditions in Canada have been showing improvement.

THE WESTERN CROPS.

Writing from Regina, Sask., on the 13th, a Hardware and Metal correspondent states that the weather conditions last week were ideal for the farmer and threshing was proceeding at a rapid rate, the cutting, except of flax, being practically all done.

The yield per acre is in nearly all cases good, and the quality excellent, the latter being much better than for two years. On account of the absence of rain there is scarcely any damp or tough grain this season, which will be an additional factor in increasing the value of the crop.

The only present worry is the scarcity of help in some quarters. Owing partly to reports that are said to have been prevalent in the East, that the Western crop was not all that could be desired, and no doubt the fact that a large number of men who came west the last two years as harvest helpers were disappointed in the amount of money they were able to bring back with them; the number coming on the excursion this season were not as large as formerly. Had it not been for the numbers of men around the towns and cities who were available for harvest hands, the shortage of help would have been serious.

Splendid weather conditions, however, have contributed not only to the rapidity with which the harvesting has been handled, but enabled the farmers to do with less men than they could have done in wet weather.

This is also a great factor in facilitating the speed of the threshing. The sheaves, being dry, run through the machines much more rapidly than is possible with damp or wet straw.

Modern and improved machinery also helps to enable the farmer to do his threshing with less help than he was formerly forced to employ. A few years ago a threshing outfit that required about twenty men to operate it is now run with often about half that number, and quite as much accomplished. At almost every town the grain, particularly wheat, is beginning to come to the elevators, but the movement is not in full swing yet. A few days more, however, and they will no doubt be working to their full capacity. The excellent country roads that dry weather produces on the province is another boon to the Western farmers this year.

The fact is, nearly everything looks very encouraging,

and prosperity for the West is about as assured as could well be expected. The only drawback is the low price of grain, and there does not appear to be much hope of any material advance just now.

PLACING THE STAFF TO ADVANTAGE.

AT INTERVALS a number of stories have been published in Hardware and Metal which have had one underlying topic—the necessity of giving each member of the staff an opportunity to show "what is in him." This is a subject which merits attention from every hardwareman, as it vitally affects his interests.

It's an old saying that you can't put a round peg in a square hole. Nevertheless many a man is kept at work for which he is totally unfitted, making a failure of it or at best, only a partial success when he might, had his capabilities been plumbed right, be doing other work with the utmost success and with resultant benefit to his employer and himself. The spectacle of a man, cut out by nature for mechanical work, essaying to serve as a salesman is a not uncommon one—and a sad one. It is no sadder, however, than the young fellow with no turn for tools blundering along in a trade that is irksome to him, a "duffer" with no hope for advancement.

Because a man is a failure at one thing, is no reason for considering him a failure at all things. Abraham Lincoln failed as a storekeeper. Thorean was a sorry excuse for a pencil-maker. There is always some line of work that a man will do his best work at, if he can only find it in him.

The merchant should give his employees the benefit of this. If a man has not shown anything as a salesman, test his capabilities at some other lines. He may prove a clever window trimmer or he may become a valuable adjunct to the mechanical staff.

It is well, in any case, not to keep members of the staff at the same work always. It may be that they will show greater efficiency in some other part of the work. They will, at any rate, fall into a rut. Endeavor to so place the staff that each member will give service 100 per cent. efficient as far as capabilities go.

POINTED EDITORIALS.

Look for faults in your staff but only with the object of correcting them.

* * *

The fall is a brisk season in the sporting goods trade. Make the most of it.

* * *

Keep copies of the game laws on hand. They are always handy for references.

* * *

The hard-working, resourceful man generally gets higher than the brilliant man.

* * *

At the risk of appearing tiresome the suggestion must again be made: Push collections NOW.

* * *

Putting one defective article in the window will render ineffective the most elaborate of displays. All goods shown must be perfect.

* * *

READERS of Hardware and Metal are recommended to give close attention to the weekly series of articles appearing over the signature of "Efficiency." They contain a wealth of home truths and will guide the reader to a wider conception of his duty.

An Optimistic Review

A MOST optimistic summary of business conditions was made by President R. S. Gourlay in the course of his address at the annual meeting of the Canadian Manufacturers' Association. No one is in a better position to judge what conditions have been and what the prospects for the future are. Consequently the message of the C.M.A. president will be received with satisfaction by those who have still entertained doubts. Mr. Gourlay said, in part:

"Generally speaking, business throughout the year has been good. There has been a noticeable falling-off in building permits, especially in the West, a fact which accounts for the dullness which some few trades have experienced. Over speculation in real estate, too, has been followed by a depression that has restricted spending power in many quarters. The steady continuance of railway construction work and municipal improvements, however, has more than made up for any losses due to the causes mentioned. Last year there was a fair average crop, which provided the farmers with money sufficient to absorb a normal output of manufactured goods; this year the assurances of a more bountiful harvest encourage the hope that business will improve. Other indications, too, are propitious. The war clouds have been dissipated, money is becoming somewhat easier, and once more it is beginning to find its way to Canada.

"I am not, and never was, one of those inclined to view the situation with alarm, or even anxiety. Under Providence nothing can stop the progress of the wonderful country we boast as our heritage. Extraordinary causes may for a time check its growth, but such checks will be temporary only, for, with its illimitable resources of forest, field, sea and mine, it must eventually come into its own. But we all needed the lesson of caution that the past year has administered so effectively, yet with so light a touch. We have grown so accustomed to increases of from 10 to 50 per cent. in our businesses that when we simply mark time for a year we grow impatient and delude ourselves into thinking that we have lost ground. A maxim in the old school books used to teach us that slow but sure will often win the day against speed and spasmodic action. I do not, of course, accuse the business men of Canada of spasmodic action, but many of them, I fear, fail to appreciate fully the virtues of the slow-but-sure method."

The pessimist may sometimes be in the right but give us the optimist every time.

Display of Hunting Supplies on Realistic Order—A Well Planned Window.

SEND COPIES OF LAWS.

The Fallis-Foote Co., of Port Arthur, Ontario, have a splendid sporting goods department which is conducted on aggressive lines.

The latest plan adopted by th efirm has been the issuing of a small booklet to all sportsmen in that locality, containing a complete copy of the Ontario Game Laws. Seven pages are devoted to the reprint of the legal provisions and seven more pages at the back are left blank save for dotted lines. These pages are headed Memorandum.

The only advertising appearing in the body of the booklet is the use of the bottom of each page for the words "The Fallis-Foote Co., Port Arthur, Ontario," printed in large type.

On the cover is a picture of a reindeer and the words "Compliments of the Fallis-Foote Co." The inside covers, front and back, are used for advertisements of rifles and ammunition.

This booklet will be kept by those who receive it for constant reference and should prove a standing advertisement for the firm. It is a most effective way of getting personally at the probable purchasers of hunting supplies.

The Huntsman's Trade is Now

Sporting goods department should be an active branch of the business now that the "call of the wild" is luring men to the hunting grounds —

There are thousands of men in Canada whose slogan is: "In the fall we fish and hunt." This is the season of the year when the hunting enthusiast is keyed up to the highest pitch and looks forward with great pleasure to his visit to the haunts of the wild game.

The call of the woods has a magic effect on the hunting enthusiast. To some men a two or three weeks' visit to a fishing or hunting ground is the best holiday they can imagine, and they will forego many other trips in order to have a few days' sport at their favorite pastime. There are many species of wild game which are quite plentiful in Canada, and there are very few parts of the country in which fish or game do not abound to some extent. Each hunting enthusiast has his favorite game, which he makes an effort to secure and the tastes and delights of the hunters vary in a large degree.

These varied tastes have made it necessary for manufacturer to perfect various kinds of guns, rifles, and ammunition as well as fishing tackle. There are also many accessories needed to complete the camp outfit of the hunter. In preparing the camping and hunting outfit the hunter has to purchase supplies. He is anxious to secure any new article that will prove useful or add to the convenience of the outfit.

The sporting goods department of the hardware store, if properly equipped, contains countless lines interesting to the sportsman. Some of the popular lines are rifles, shotguns, revolvers, hunting knives, ammunition, compasses, corduroy clothing, cartridge belts, gun cases, revolver holsters, tents, camp dishes, camp lamps, fishing tackle, thermos bottles, safety razors, shaving outfits, and many other articles used by the huntsman.

Creating More Interest.

Considerable interest and enthusiasm can be created in the hunting season by the hardware merchant who will feature these lines. The average sportsman will spend his money freely if he sees goods which appeal to his fancy. One of the best ways to keep the sporting goods line before the public is to use the store windows. The accompanying illustration shows a very creditable fall hunting goods window display arranged by Clarence Harman in the west window of the Cochrane Hardware, Ltd., Sault Ste. Marie, Ont. The display created considerable interest and favorable com-

A Neatly Arranged Display of Sporting Goods for Fall and Winter Use.

the Mark of the Hardwareman

Window displays can be used to create a demand for the supplies that the nimrod needs—A personal campaign will be effective.

ment, and also helped the firm in creating sales of fall hunting goods.

The background of the window was made of boughs and autumn leaves. In one corner of the window a tent was shown. The hanging pot and camp fire added a touch of realism to the display. Guns and rifles were displayed in a neat rack, and ammunition and other sporting goods lines were also shown in the window. Care was taken not to overcrowd the display, and the goods were shown off exceedingly well.

Cochrane Hardware Co.

They feature sporting goods in their newspaper advertising, making it a point to have ad. and display work together. The advertising space is always used to feature the same goods as are being shown in the store windows.

This display was peculiarly a fall sporting goods window. The other illustration shows a display in the store of A. Latham, Moose Jaw, Sask., trimmed by L. A. Phaneuf. This window contains a general assortment of fall and winter goods, neatly and effectively arranged. The attractiveness supplied in the hunting window by the introduction of a camping scene is given in this instance by the neatness of the arrangement and the use of manufacturers' lithographs.

Get Close to the Prospects.

The hardwareman should make every effort to get into personal touch with prospects. If a man is going on a hunting trip for his holidays, send him a letter or some literature. He will be needing supplies of some kind, and the bait will catch him.

The names of prospects can be secured with little difficulty. Men who contemplate a trip after wild game talk about it for weeks before.

It pays to concentrate. A campaign aimed at some thirty or so men, all of whom will be in the market for supplies, would yield surer results than a broad campaign directed at the public generally.

OPEN HALIFAX WAREHOUSE.

The Canada Paint Co., Limited, have mailed an attractive announcement to their customers in the Maritime Provinces that they have opened up a large warehouse in Halifax, where a full stock of the Canada Paint Company's paints and varnishes will be carried.

ADVERTISING SUGGESTIONS.

"It is better to think of what you need before you reach the hunting field than after," is a phrase which can be employed with good results in a sporting goods advertisement. Go on to depict the discomfiture of the hunter who discovers that he has forgotten some needed article when he is forty miles from the nearest station.

Always put in an illustration. It will attract the attention of every man who is interested in hunting. He will read the ad. nine times out of ten.

Some suggestions for head lines:

"Play rugby in perfect safety." (Nose guards, etc.)

"Do you need exercise?" (Dumbbells).

"Have a gym. in your own home." (Gym. supplies.)

"An aid to markmanship." (Rifles.)

"How far can you punt?" (Rugby balls.)

"A good season for 'biking.'" (Bicycles.)

"Every hunter needs one." (Thermos bottle.)

"A tent that will stand any test." (Tents.)

Biographical

Mainly About the Men Who Call on the Hardware Trade in Canada

One of the "Best Sellers" of the Trade

ONE day a book agent was hurrying up Grace Street, Toronto, just as fast as he could hoof it. "Where are you going?" he was asked.

"Don't know," was the reply. "See those chalk marks? They were put there by other book men. I'm following them."

"What do they say?"

"Sure sale ahead, so get there quick. That's what they say, and that's why I am in a hurry."

He wound up at the residence of one Mr. Davy, William of that ilk. And judging from the pleased smile on his face when he emerged, the message left by other book men had not been a hoax.

Although Wm. H. Davy, of the International Varnish Co., Toronto, is one of the best known travelling men in Ontario, it is doubtful if there are many people who know the real Wm. H. Davy. To catch him at his best, it is necessary to meet him in his library at home. There you will probably find him deep in a volume of "Les Miserables," or enjoying a critical study of Epictetus. He is an omnivorous reader, with a taste for the very best in literature. Like the real student, however, he delves into everything, and he knows the writers of books, past and present, medieval and modern, from William Shakespeare to Jack London.

He has gathered a splendid library around him. His collection shows rare discrimination in selection, and could be accepted as a fairly complete anthology, so thoroughly does it cover the ground.

Wm. H. Davy was born in Australia. He started early into the hardware business, or perhaps it would be more correct, literally, to say "ironmongery," for the term "hardware" had not gained much headway in the land of the kangaroo at that time. For twenty years he served in the retail and wholesale hardware. Then he made his debut as a specialty salesman, starting with Lewis Berger & Son, of London, England.

Mr. Davy then came to Canada, and went on the road for Berry Bros., of Windsor, selling their varnish lines for a space of five years. Leaving them in 1908, he attached himself to the International Varnish Co., and has been with them ever since. He covers all of Ontario, taking in only the larger points, however.

Mr. Davy is a firm believer in the principle of selling by demonstrating. He contends that in the paint and varnish line the consumer knows little about the practical application of the goods, and that it is the duty of the salesman to see that the proper information is given with every purchase. This, he contends, is the secret of a good retail connection. Practical demonstration will bring repeat business, and new business, every time.

Wm. H. Davy ranks among the best sellers in the trade.

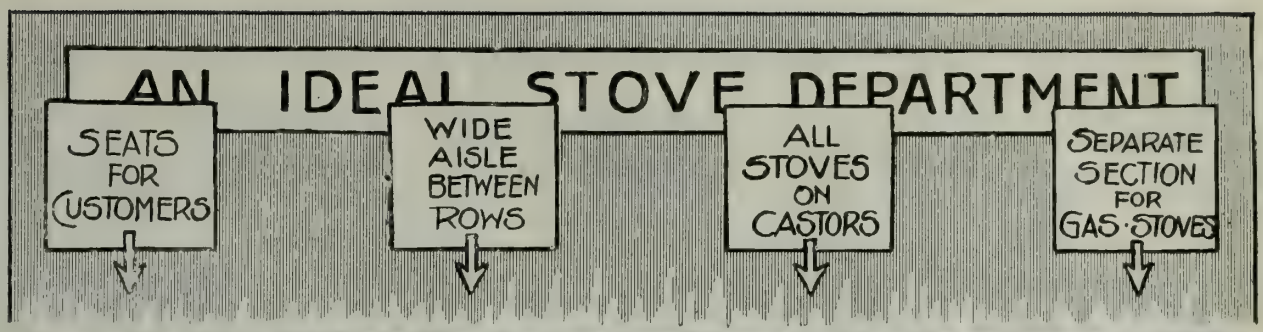
To further this method of doing things, Mr. Davy has been in charge of demonstrations in stores in every city in Ontario. As the object of these demonstrations has been to get women customers interested in varnish lines, the plan of handing out carnations to every visitor has been followed. Mr. Davy states that the distribution of samples, together with a demonstration of the application of the material and the results obtainable, is the most effective method of creating new business.

Apart from his business, Mr. Davy is what might be termed octagonal; for he is a many-sided man. As stated before, he is a student of book lore, but it must not be assumed that he is a book-worm. The call of the open makes a strong appeal to him, and he has always been a devotee to outdoor sports. When in Australia he was a cricketer of "credit and renown." He bowled well, having a particular ball which bore a close relationship to that much-dreaded terror of present-day cricketers, the elusive "googlie." And when he went to bat the fielders had to hunt the leather in real earnest. Since coming to this country he has confined his athletic recreations chiefly to fishing.

He ranks among the "best sellers" in the trade.

NEW CORPORATION.

The "A. W. Erickson Advertising Agency," 381 Fourth Avenue, New York City, has been succeeded by "The Erickson Company, Inc.," a corporation organised under the laws of New York State. The personnel of the organisation remains unchanged.



Locating the Stove Department in the Store

An Isolated Position is Essential—Salesmen Cannot Work to Advantage When the Stoves Are Shoved Into Small Space in the Main Store—How the Difficulties of the Manager of a Large Store Were Solved.

ONE day the manager of one of the largest retail hardware stores in the country found himself face to face with a knotty problem. The stove department had always been one of the big ends of the business. The lines carried were among the best made. A large stock was handled. The salesman in charge was an A1 stove man, who had worked in a manufacturing plant and knew stoves from top to bottom. Care was taken to have capable assistants at all times. And yet the returns from the department were not by any means satisfactory. The figures were ample proof that the department was not paying in the same proportion as other departments.

While pondering the question, the manager strolled down through the store and for the first time was struck with the fact that the staff seemed most unduly active. Salesmen were bustling here and there, carrying goods from one department to another. The number of customers in the store at the time was not unduly large, but there was enough confusion for double the amount of business. This condition, the manager acknowledged, had become a chronic one in the store.

"There's something wrong here," he said to himself, "but I don't know just what it is."

He looked over the whole establishment, but could not see anything that appeared wrong. The stock was well arranged. Glittering show cases confronted him on all sides. The store had all the most modern equipment.

Finally he decided that the trouble lay in a faulty arrangement of departments. The stoves were shown along one side of the store, and so much space was occupied in this way that it was impossible to make an adequate showing in all other departments. The manager had balked at any suggestion of putting a department on the floor above, as he feared it would be "sidetracked" completely there. The result had been that all departments were stationed on

RULES FOR STOVE MEN.

A Canadian manufacturer makes the following suggestions for the guidance of stove dealers:

Keep a good assortment in stock. Customers are better suited with a good selection.

Locate the department in a part of the store all to itself. Seclusion spells increased business.

Have each stove shown in perfect condition. Dust will ruin sales every time.

Do not allow any stock to be placed on the stoves. People want to see stoves, not store fixtures.

Put in stove window displays at regular intervals.

Have an experienced staff to handle sales in the stove department.

Above all else, Advertise.

the ground floor, but a large part of the stock was carried on the first floor.

This, it seemed, accounted for the confusion which reigned supreme in the store at all times. Salesmen would find that they had not a complete assortment of a certain line to show a customer and would run up to the first floor to supply the deficiency. Goods were continually running out, necessitating instant replacement from the stock above. In one way and another, the members of the sales staff spent a large proportion of their time running to and fro.

The cause of the trouble was the location of the stove department. This was quite apparent to the manager, but to move a department, which had not been paying any too well, to a location which he felt was less favorable, seemed to be a poor solution. The cure, it seemed, would be much worse than the disease, if the change resulted in further stunting the development of the stove trade.

An incident—or rather a series of incidents—occurred before the manager had reached a decision. In one day no less than five customers who had come in to look at stoves departed without placing an order. "I couldn't get them down to brass tacks," the head salesman complained. "There was too much confusion, too many people around."

"Perhaps," said the manager to himself, "the salesmen would do better work it we had the stoves upstairs."

The change was finally made. A large portion of the first floor was given over to the stove department. It was found possible to arrange the stock to better advantage. Seats were provided for customers. A wide oak stairway was put in at the rear of the store and signs were displayed at various points directing customers to the department on the floor above.

The change thus made proved to be the proper solution of the trouble. Each department on the ground floor was extended, and it was thus made possible to carry adequate stocks. Running up and down stairs was reduced to a minimum and many hours were saved each day.

The greatest benefit, however, was derived from the improvement in the stove business. Located on the first floor, the department flourished as it never had before. An increase of 30 per cent. was shown the first year. Conditions became more satisfactory in every respect.

The Importance of Location.

The importance of the location of the stove department cannot be overestimated.

Sales are affected in the most direct manner by the position in which they are shown. To be seen to advantage the stock must be placed where there is plenty of room. Each stove must be placed for inspection on all sides. This means wide aisles and room between each stove. There must be a good assortment shown, for the average customer is not likely to make a selection until a sufficiently large assortment has been seen to convince that the one favored is the most suitable.

It is obvious that where the stoves are shown in the main store the conditions mentioned cannot be created. The stoves necessarily will be crammed into the minimum space and the possibility of showing a large assortment is very slim indeed.

The Advantages of Isolation.

There is still another reason why the separate department is better—a reason which every salesman will appreciate. Sales can be closed up much more rapidly when the deal is discussed in a position of privacy. Try to sell a woman a stove near the front of the store and every person entering the store or passing will prove a distraction, lessening the salesman's chances.

Deals are closed only when the customer can be made to concentrate absolutely on the subject in question. A book agent will drop his canvass and put his prospectus back in his pocket when a third person enters the room. He knows that the psychological moment of acceptance comes only when the prospect has nothing to divert him from the subject of books, the particular books shown. With the interruption comes indecision.

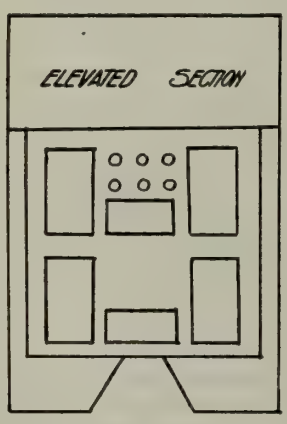
When a stove salesman can lead the customer back to a quiet part of the store, show him several long rows of stoves, and talk to him with no fear of interruptions, the chances are all that he will make a sale.

Many dealers have double stores, using one side for stoves and tinware. Others use the rear of the store, elevating it above the level of the front. Others locate their departments on the floor above. In the case of the latter, care should be taken to have the stairway approach wide and inviting, and to have signs plentifully scattered throughout the store, calling attention to the location of the department.

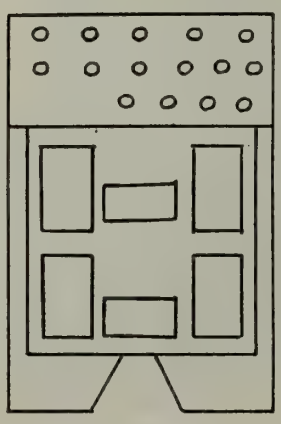
The question of the approach is an important one. In some stores the stove department is reached by a narrow, dingy, unswept and rickety stair, which a woman would not care to navigate. She would do so under compunction, more or less, and would approach the stock in far from a favorable mood.

Have the stair wide, clean and easy to climb, or keep the stove department on the ground floor.

Hagersville, Ont.—D. Rutherford has disposed of his carriage and implement business, together with place of business, to Bert Stewart.



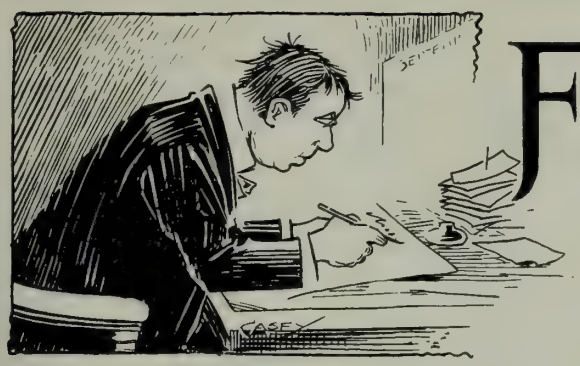
Old location.



New location.

CHANGE LOCATED—INCREASED SALES.

An Ontario dealer tells Hardware and Metal that, when he changed the location of his stove department, his sales advanced 35 per cent. in one year. He formerly kept the bulk of his stove stock in the basement, a few only on the floor of the store. This method he found far from suitable, and accordingly decided to make a change. At the back of the store the floor was raised about two feet above the level of the front. This space had formerly been used for a miscellaneous collection of goods. It was cleaned out and the whole stove stock placed there. The result was as stated above.



Finding An Adman

How the Veneering Hardware Co., by adopting principle of finding where each member of staff would show highest efficiency, made a splendid advertising man out of a poor salesman.

A VERY fat, lumpy sort of a fellow was Harry Handy. He had a round face with blunt features, a complexion which could flatteringly be described as pasty, and a surmounting fringe of hair, which stood up in scrubby clusters above his moon-like face, resembling a delapidated currycomb with singular exactness. He looked as though he had been poured into his clothes in a molten state and allowed to settle.

How Handy had ever secured a position on the sales staff of the Veneering Hardware Co. was a mystery. McCoy, the head clerk, when particularly exasperated by some crass blunder of Handy's, was wont to puzzle over it. "I must have been sleep-walking the day I let the boss wish this on to me," he would say to himself.

For Handy did not prove a success as a clerk. He had been stationed first in the enamelware department, and the sales in that department had been as close to the zero mark ever since as incompetence could bring them. Handy's idea of salesmanship was to stare at the customer with owlish intentness, hazarding few remarks after the stereotyped opening: "What can I do for you, Madam?" He did not seem to know much about the goods he was handling, and, as he stuttered some, any explanations he found occasion to make were not distinguished by lucidity or sales-making force.

Handy was of a literary turn. Strange as it may seem, the coarse Handy clay was literally impregnated with the divine afflatus. He lived in a sort of bookish haze, which surrounded him even when waiting on customers. When showing kettles his mind most likely was conning over the works of Keats. While his hands held a frying pan, his thoughts were away off with Fielding. He knew nothing about bread mixers or saucepans, but he could engage you for half an hour in a discussion on the peculiarities of Maeterlinck's style. His nickname with the rest of the staff was "Shakespeare," which became corrupted in time to "Shake."

It goes without saying that Handy managed to lose quite a few customers for the store. One day he was scribbling away on a piece of wrapping paper when a man with a parcel entered the store and walked down to his department. McCoy, recognizing one of the store's best customers, nodded to him from his position behind the counter. Handy wrote in a few more lines, and made a number of corrections with an air of complete abstraction, before he noticed that a customer was waiting for him.

"I'm not in a hurry," said the man, finally, with an impatient snort. "If you want to write a few letters home or read a chapter or two of that book I see sticking out of your pocket, why, I'll wait."

"What can I do for you?" asked Handy, blinking over his spectacles. (He was short-sighted, of course.)

"You sold this preserving kettle to my wife a few days ago and it has a hole in it already," rasped the customer. "I suppose you'll take it back and give us another. You recommended this one to Mrs. Robson absolutely."

"Are you sure?" asked Handy in a puzzled way. "I don't see how I could have recommended it. You see, I don't know anything about that saucepan, or about any kind of saucepan for that matter. So how could I recommend it?"

"I don't see how you could recommend this one myself," said the man, "but the fact remains that you did."

"It must have been a tentative recommendation then," pursued Handy, "the kind that necessarily we give with all goods. You see, we carry a fine line of goods here and only one article in ever so many ever goes bad. We are justified, on this score, in giving a general, or as I said before, a tentative recommendation to everything we sell. But as for a specific recommendation of this individual kitchen utensil I am sure I could not have gone to such a length with an article manifestly of mediocre quality."

"What are you talking about?" demanded the customer. "What's all that got to do with my getting a new kettle?"

"I assure you, sir, I was not talking beside the point," said Handy earnestly. "Before pursuing my argument I must ask if you have read Tristram Shandy?"

"Suffering Sisyphus!" roared the other. "What has that got to do——"

"Everything," said Handy. "You see in the story there was——"

The customer grabbed the parcel and started for the door. He paused as he passed McCoy and told him in a few graphic sentences what he thought of the store. McCoy walked over to the enamelware department, where Handy had returned to his writing. Handy looked up with a smile.

"He smiles. He actually seems pleased with himself," rasped McCoy, appealing to an imaginary audience. "One would think that he was hired and paid eight big iron men every week to insult people, and that driving away one of our best customers was a good day's work. What have you got to say for yourself, you mass of adipose tissue!"

"I did not smile, because that man departed in a thoroughly incomprehensible fit of temper," said Handy, quite soberly. "I was pleased because I have just put the final polish on a little poem which, even if I say so myself, is a gem of purest water. Let me read——"

You lump f dessicated dough!" thundered McCoy. "If you waste any more time writing rotten rhymes when you ought to be selling enamelware, I'll get something put into your pay envelope that'll rhyme with hired. Don't forget that."

The final iniquity was added when

Handy during a spell of more than usual absent-mindedness got two price tags twisted. Two grades of saucepans were being offered for sale, and it did not take long to clean out the $1.25 grade when the 75 cent sign was placed there by mistake. Observing the diminution of the one pile, McCoy walked over.

"You must be improving, Shake," he said. "Improve this much each day and you'll make yourself a salesman in about a million years. But, say, no wonder you've sold none of this second grade when you're offering them at $1.25 too."

"Ah—h," stuttered Handy, gazing at the card in bewilderment. "I'm afraid the two cards must have got twisted."

"Well, change 'em back before any harm is done," said McCoy, turning to walk away. Then, as a sudden thought struck him: "Look here, you haven't sold all those best grades at 75 cents, have you?"

"Yes," replied Handy, too frightened to say anything more.

McCoy tore back to the office with a heated demand for the instant dismissal of Handy. The proprietor listened to him, and then summoned the delinquent to the office.

"Handy, how do you like clerking?" he asked.

"It would be idle to say that I like it," replied Handy, "and it would be even more fatuous to say that I consider myself fitted for the work when realization of my total unfitness is borne in upon me every day."

"Your sales have been low," said the proprietor. "Where has the trouble been?"

"Not understanding the essential points of salesmanship, I don't know just in what respects I have failed most. But I have an impression that I have been a failure in every respect."

"You talk like a book," said Veneering. "Let me see, what education did you have?"

Handy answered this and a dozen other questions. Veneering was taken back at the diction the clerk displayed.

"I have just put the final polish to a little poem wh ch, if I say so myself, is a gem.

Handy inserted words into his sentences that the proprietor had never heard before, and did it with an ease that showed old acquaintanceship. At the conclusion of the cross-examination, Veneering said:

"I have a system here by which the members of the staff are shifted around so that they can have an opportunity to show in what branch of the work they are the most efficient. I am convinced that there would be no use in moving you to any other part of the store in the capacity of salesman. But you have a most surprising control of words, and it may just be possible that you can prove of value as an ad. writer. I've been writing the ads. myself recently, but I need some help."

Handy accordingly was given a stool in the office and set to work. The first piece of copy that he turned out was a glittering essay. He wrote it one evening with a damp towel around his head and Webster's Unabridged at his elbow. It was for insertion in the next day's paper to advertise a special sale, and Handy believed it was a splendid opportunity to show what he could do.

Mr. Veneering received the copy next morning and read it over carefully and slowly.

"Handy," he said, "before going any further into this matter I want you to explain what some of these phrases are. This for instance." He handed back the copy to Handy with the words underlined: "The discrepancy between the price and value of these goods is the imminent paradox."

Handy explained, and the proprietor shook his head. "Paradox was a word I had some slight knowledge of," he said, "but imminent was new to me. Now, Handy, I had the benefit of a college education and have a better knowledge of English than 90 per cent. of our customers. If that phrase was beyond me, how many people who read that ad. would know what it means?

Handy smiled sheepishly.

"You have the wrong idea of an advertisement," continued Mr. Veneering. "You are not to talk above your readers, but straight at them. They must understand what you say without any difficulty. Let me tell you it is hard enough to get people to read an ad. when it presents no difficulties to them. Make it so that they find it hard to read what you say and your chances of getting them to read at all is nil.

"You have to talk to them in the language they employ themselves. Don't put in long words, and don't put in technical ones. Make everything so straightforward and simple that the idea will stand right out. A man doesn't read an ad. with a dictionary at his elbow—and the patience to use it.

"Then listen to this, Handy: 'These ranges are superlatively the best on the market. They combine all the good points of every other range and lack their weaknesses. They represent heating perfection, the culmination of inventive effort. Now, are our ranges all that? They are not! I firmly believe the line I am handling is the best on the market, but believe me, son, they haven't got a quarter of the margin you imply. Therefore, you are not telling what is strictly true. That is the gravest mistake an advertiser can make. You can fool a few of the people—but a very few. Just get an inch over the border line between truth and exaggeration, and the average man will bang the paper down with a disgusted exclamation: 'That's stretching it too far. Does this man Veneering think we are as green as that?' The worst feature of exaggeration is that people see you are not telling the whole truth, and they suspect that all you say is fictitious. What you said may have been 75 per

(Continued on page 49.)

"The Squabble"

¶ The other day I read a poem called "The Silence of Life," in which I found this thought:

"Ah me, the silences of life are mightier far,
And higher lessons teach, than all its noisy clamor,
So, let us know the happiness of those,
Who keep themselves from strife."

¶ When I think of the time wasted and the dignity forgotten in business and between friends, discussing with hate and ire and anger, things that really do not matter, it impresses me with the fact that we have not migrated so very far from our chattering cousin, the monkey.

¶ Expression is life, and every man and every woman should have ideas, should adhere to certain beautiful principles of thought and action—but the most useless thing, the most conspicuous waste of time and energy, is the heated discussion over politics, religion, diet, government ownership and the rest. If a man must express a thing, let this expression be stated fairly, deliberately, clearly and as simply as possible, and then if someone says, "I do not agree with you",—remember you are challenged to mortal combat, this is a declaration of war and the one who has so expressed himself is ready to fight to the last ditch without reason, rhyme, sense or consideration.

¶ Argument between two people is never conducted with the idea of arriving at the truth, of determining the actual facts, and the man who can argue the keenest, the longest and the loudest, is the man who knows the least, who has the least regard for the opinions of other men; the man who would narrow the rest of humanity down to his point of view—the man who considers his limited, one-sided opinions as the key to the mighty riddle of the Universe with all its whirling suns and worlds.

¶ When all is said and done, only a few men are sufficiently informed on any one subject that they are content to say nothing. If a man has really dabbled in religion and philosophy and business and has gotten a view of the Map of Life from a good many angles, he begins to appreciate the philosophy of Leckey, who wrote the "History of European Morals": "over the evening of our dreams there steals the thought that we have been used by an Unseen Power for an Unknown End."

¶ The man who has learned from experience, from having lived, that strife is just exactly what Sherman said war is, has attained a happiness, a peace of mind, that prevents the petty regrets and strifes and sorrows, all down the years that are to be.

¶ As suggested a moment ago, men and women should have opinions, ideas and ideals, and man should try to live up to his ideals as far as he can—yet the Ideal is that place to which we strive, but never attain. Men and women should be familiar with the beautiful literature of the world; with the beautiful thoughts that have influenced the minds of men; of the highest principles of business; with the finest efficiency of doing things.

¶ Men and women should weave into their lives all of the golden threads there are to be gathered from the things we do—the things we think—the people we meet: from the books we read—from the business we transact. But with it all, there is certainly no place for strife, discussion, hate, worry, and the regret that comes from disputing this point and that with one of our fellowmen.

¶ None of us know a very great deal about the things we are paid to do, and certainly when it comes to deciding questions of religion, politics, philosophy and all that sort of thing, no man has the key, because every man weaves to a certain extent, his own philosophy—his own religion—is his own political boss, and no man can ever be a Personality unless he does these things for himself.

¶ I have thought about this matter of strife and discussion and argument and hate, resentment and jealousy, a great deal of late and it has gradually come to me that strife and discussion are never worth while. That it never pays to say ill of any man or woman. You must have your opinions as to the ability of certain people to do certain things, but a kind word or a tribute placed to the credit of someone else, is a thousand times prettier and a thousand times more useful than criticism. And then the beautiful part of it all is, that this attitude of mind distinguishes you and becomes you, and **sets you aside from the rest of men**, as fair, sincere, manly, courageous, a man with sympathy for the rest of men.

¶ So then, let us keep ourselves from strife for:

"The silences of life are mightier far,
And higher lessons teach than all its noisy clamor."

Efficiency

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What Other Hardwaremen Do

Fifty Dollar Stove Free — Business Keeps Going — A Weekly Limerick—Fall Hunting Goods—Hunting Scene in Window—Fighting Mail Order Competition.

$50.00 STOVE FREE.

T. P. Calkin & Co., The Hardware People, Kentville, N.S., are giving away a fifty dollar range as an inducement for their customers to pay cash. This offer is made in connection with a drawing contest which is being conducted by the firm. Following are the conditions. To every customer buying and paying cash for same at the time, goods amounting to $3.00 will be given one ticket, goods amounting to $5.00 two tickets, goods amounting to $20.00 ten tickets. The drawing will take place near the end of this year at a date to be announced later. If the person holding the lucky ticket is already the possessor of a range similar to the one offered the firm will give the holder a cheque for $50.00 In their newspaper advertisement the firm advise the public that this is an excellent chance to get the very best goods from their up-to-date line of hardware, at lowest prices and in addition have an opportunity of winning a handsome prize.

BUSINESS KEEPS GOING.

N. E. Chute, Ridgetown, N.S., dealer in hardware, implements, etc., believes in letting the public know that even if he is away business goes on just the same. In a recent newspaper advertise ment he states as follows: "I shall be absent from home for about ten days but you can buy goods at my store just the same." In the same advertisement he is featuring hardware, stoves, carriages and implements.

It is unfortunately true that in some small places there are customers who do not care to make a purchase unless they purchase from the proprietor or when he is in the store. This is dying out to a great extent but in some places still exists. It is a good plan to make the public feel that they will get fair and courteous treatment in a store whether the proprietor be present or absent.

A WEEKLY LIMERICK.

J. S. O'Neal, Welland, Ont., dealer in hardware and groceries, is running weekly limericks in his newspaper advertisements. In the centre of a recent advertisement a cut is shown representing the front of a hardware store. The sign above the store front bears the inscription "General Hardware." In the window is a representation of an army

Advertising Talks

September is a good month in which to do that painting you have been thinking about all summer. It is the period of the year devoted to the paint brush principally because a frame house ought to have a new coat of paint before the heavy fall and winter blizzards commence. It is the period also when housewives of cleanly intent renovate the interior with a coat here and a daub there, making the housecleaning operations all the more complete and perfect.—Geo. Taylor Hardware Co., New Liskeard.

Call on us when you want that new furnace installed or your old one overhauled. Now is the time to get it done, while the furnace man is not rushed and can do the best job.—J. B. Stallwood, Maryfield, Sask.

"_____" grain lifters are guaranteed to cut lodged grain in its worst condition. The guard is so designed and held down by spring pressure as to run under the lodged grain and raise it so that the reels can come under and sweep it on to the platform. The loss and extra labor of two acres of badly lodged grain will more than pay the small cost of the guards.—W. H. Squair and Son, Gladstone, Man.

Every farmer likes a good fork and the best fork we have ever seen is the "_____" brand we are selling this year. This fork has best selected second growth ash handle, tapered to fit the hand, patent snake shank which will never twist or loosen in the handle, finest steel tines, and extra long strap ferrule. Will outwear two of the cheap kind.—A. Latham, Moose Jaw.

Now while the harvest is on, and every one is busy, let us have your repairing to do. If you have a leaky tank, let us line it with galvanized iron and make it as good as new. Don't put off your repairing until to-morrow, but do it to-day. The time is coming when every one wants something done at once, and at the same time we will be doing something for some one else, so our motto will be, "first come, first served." You had better be the first. Take warning and come to-day.—W. W. Winteringham, Glen Ewen.

officer. The limerick is as follows:—

Prominent in service in General Hardware;
Excelled by none for hard wear and tear,
With headquarters here when you appear,
He'll salute you, try to suit you, and treat you all fair.

The advertisement goes on to mention several of the hardware lines carried by the firm.

FEATURING SPORTING GOODS.

The advent of the fall hunting season has caused a large number of hardware firms to feature goods carried in the sporting goods department. Lariviere Incorporee, Montreal, are pushing the sale of guns and ammunition for the duck shooting season, and in a recent advertisement featured several lines of guns and ammunition. The illustrations used in the ad. represented a sportsman shooting ducks. Prices on the various lines advertised were quoted and the advertisement showed up well. The firm have issued a new catalogue for the convenience of their customers.

The Nelson Hardware Co., Nelson, B. C., are also featuring hunters' supplies and, in a recent advertisement, illustrated many of the lines used by hunters.

The Cochrane Hardware Co. are making a good effort to secure a large share of the fall hunting goods business and one of their window displays is illustrated elsewhere in this issue.

This is the season of the year when the sportsman is looking for supplies and a timely display or advertisement will help largely in creating sales.

FIGHTING MAIL-ORDER COMPETITION.

Dickey & Anger, the hardware men, Govan, Sask, are fighting mail-order competition. In our last issue we published an announcement of this firm, in which they make an offer to meet the prices of mail-order houses, and offer a bond for the fulfilment of their arrangement. In their latest ad. they are quoting prices f.o.b. Govan and f.o.b. Winnipeg. The firm have recently introduced the cash system.

HUNTING SCENE IN WINDOW.

Typical of the season, and acting as a reminder of the good old hunting days for festive sportsmen, is the scene depicted in the front window of The Fawcett Hardware Co., Saskatoon, Sask. It is not only artistically arranged after the approved idea of a skilled window decorator, who knows how to catch the popular fancy, but is true to nature in the conception and finish of the picture presented.

The Fawcett store makes a speciality of sportsmen's goods, and they could not have hit upon a happier thought in giving their patrons and the public generally a little taste of the enjoyment, to say nothing of excitement, due when the hunting season is under way. In the window are live ducks and dead ducks, as well as a number of other things the sportsman delights to rest his eye on.

FINDING AN ADMAN.

(Continued from page 46.)

cent. true, but the reader does not give you credit for 1 per cent. of truth. In order to get a little better than the truth you sacrifice everything.

"And now for the last point that occurs to me. You have enough matter here to fill a whole page in the smallest type known, while I have contracted for a half page only, and there are half a dozen cuts to work in. You must learn to be terse. The rule you seem to act upon is to make a description which might go into one sentence string out to three or four. Rather you should see if that one sentence could not be cut down to half its length. 'Boil down' is the rule; not 'pad out.' Put your thought in ten words and the reader gets the idea easily. Put it in thirty and he does not even try.

"Finally, remember this. Always put yourself in the place of the average reader—and then write your copy from that standpoint."

Under the coaching of the proprietor Handy made rapid progress. He grasped the essential ideas of advertising rapidly, and he had the ability to embody the principles in perfected form in his copy. He devoured trade paper information and all articles relating to advertising that he could secure. In a few weeks' time he was writing copy that drew increased trade to the Veneering Hardware Co.

Handy was treated with new respect by the other members of the staff when he had demonstrated that he was really capable at the new line of work. Even McCoy condescended to be cordial and to magnaminiously let bygones be bygones. One day he questioned Handy about his work.

"How is it, Shake, that you always seem to get the people to read your advertisements?" he asked. "I know they must read them from the questions they ask when they come into the store. You certainly know how to put over the right line of talk."

"It's not what I know," explained Handy. "It's all in the viewpoint. In writing about any article, I endeavor to sink my identity in that of the prospective purchaser. If it is a range, I endeavor to look at the question from the standpoint of the owner. What would I want to know about that range if I was thinking of buying it myself? After deciding what I would want to go, I get that information and put it in the copy. In fact, I write all our copy from the standpoint of the customer rather than from the standpoint of the store."

"The advantage of my method lies in this," he continued. "To get people to read your ads. you don't have to get them to move away from their plane or viewpoint. You are right level with them and talking right at them."

WORTHY OF APPRECIATION.

Ochre River, Sept. 9.

Please find enclosed a post office money order for the amount of two dollars for subscription to The Hardware and Metal, beginning June, 1913, to June, 1914. Your paper is all right and worthy of appreciation, and I hope you keep at it.

Yours truly,

H. STEVENS.

HARDWARE LETTER BOX

Granite Ranges.

J. Funk & Co., Herbert, Sask.—"Kindly tell us if possible through your paper what firm manufactures the granite range."

Clare Bros. & Co., Preston, Ont.—Ed.

Fire Escapes.

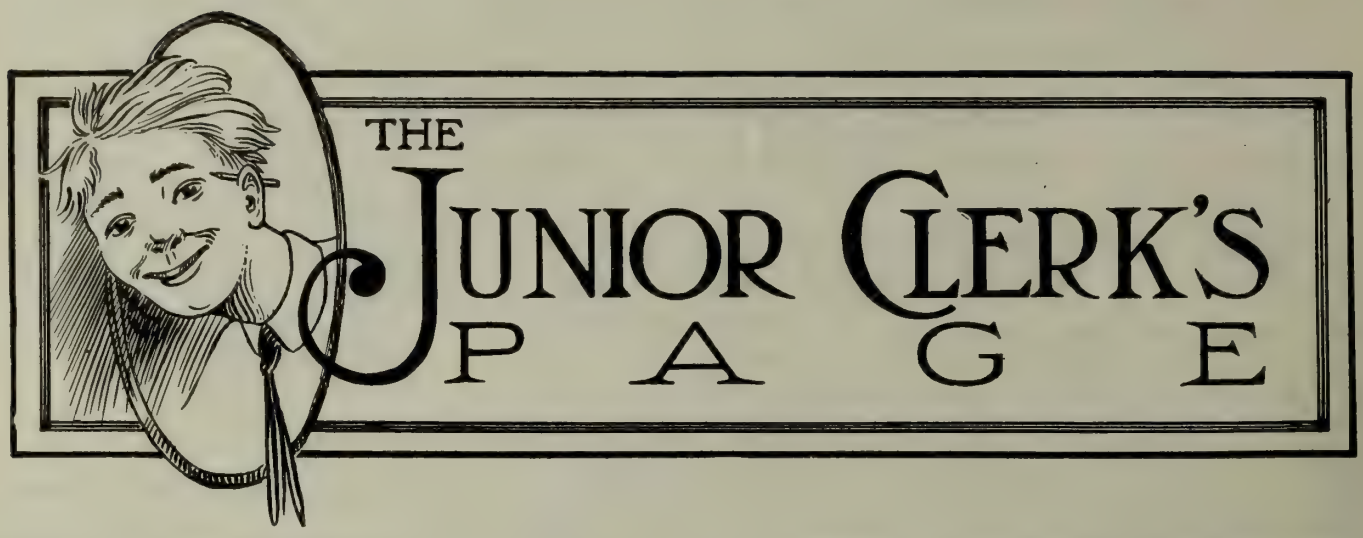
J. L. Demers, Thetford Mines, Que.—"What firms manufacture fire escapes?"

Dennis Wire and Iron Co., London, Ont.; John Watson & Son, Montreal; Montreal Architectural Iron Works Co., Montreal; Fred A. McKay, Montreal; R. Donaldson & Sons, Montreal.—Ed.

Kitchen Cabinets.

Subscriber, Conestogo, Ont.—"Please let me know through your valuable paper the makers of kitchen cabinets."

The Manson Campbell Co., Chatham, Ont.; Knechtel Kitchen Cabinet Co., Hanover, Ont.; Thompson Kanuck Kabinet Co., Belleville, Ont.; Hoosier Kitchen Cabinet Co., Hoosier, Ind.—Ed.



METHOD OF MANUFACTURE OF CARVERS.

Written for Hardware and Metal by J. A. E. Paine, managing director George Wostenholm and Sons, Ltd., Sheffield, England.

BLADES.—These are forged by hand from the finest double shear steel which is first rolled into rods. Double shear steel is costly to reproduce, but for table cutlery it has been found to be superior. It is produced as follows from Refined Swedish iron. The iron is imported from Sweden and converted into steel in Sheffield by the cementation process.

The usual size of the bar is 3 inches x 5/8 inch. These converted bars, called "blister steel" are then tilted down and welded together into "faggots" about 3½ inches square. This is called single shear steel. The faggot, is then cut in the middle and bent over and re-welded. It is hammered down to 1½ inches square or 2 x 1 and rolled into strings of the usual cutlery sizes, by these repeated weldings, the steel gives to the knife, a rough almost saw-like edge, which is clearly seen under a microscope. This edge would be altogether unsuitable for a razor but is exactly what is required for carving.

The blades are forged by two men, the "maker" and the striker who work together in a manner similar to blacksmith. The first rough forging is called the "mood" (probably a corruption of mould). The rod of steel is heated in a coke fire great care being taken not to overheat or burn it, which would entirely destroy its capacity of its primitive iron. When formed on the anvil by repeated blows it is chopped off and laid aside. The eyes of the workmen become so trained that without using a gauge they will make every blade the same length and thickness.

The next process is called "smithing." The blade is again heated and hammered all over, especially down the edge. It is now ready for hardening which is done by raising the blade to a red heat, and plunging it suddenly into cold water. The steel is now of a grey color and is intensely hard and brittle, so hard that a wrench would break it. In this condition, it would be useless. It is therefore "tempered:" this is done by holding it over a flame until the color changes from grey to pale yellow, and then to the shade of blue as shown in the exhibit "G" in which condition it combines the hardness and toughness required for use. If the heat is applied too long, the color deepens and it is said to be let down too low. In use it would then be "soft" and would not keep an edge.

It is now passed to the grinder who on a quickly revolving grindstone about 4 feet in diameter, running in water thins and shapes it. Next it is finished on a leather covered wheel dressed with emery called a glazer. There are several stages of finishing; rough glazing, fine glazing, buffing, etc. The bevel on the back is called the swage, and is cut in on a grindstone.

The name in this instance is etched in with acid by an interesting process, which would take too long to clearly explain.

Carvers are hafted in many materials, deer horn, buffalo horn, ivory and celluloid, the most usual probably being deer horn. The horn most generally used is that of the Axis or Spotted Indian Deer. These animals run wild in India and shed their horns annually. They are picked up by the natives and despatched to London to be disposed of at the quarterly sales.

The cutler works the horn into a suitable shape for a handle and dyes it with a preparation of log wood. The blade is cemented into the handle and the cap secured to the end to conceal the pith in the centre.

REMARKS OF THE JR. CLERK.

An optimist is a man who takes a skillet with him to fry fish he hasn't caught.

* * *

A man is alright in his way as long as he keeps out of your way.

* * *

The man who sings his own praise seldom gets a curtain call.

* * *

There isn't enough good luck for you to depend on that exclusively.

* * *

"Dead Game Sport" is a most expensive title.

* * *

In summer the average man's bedtime chores are twice as arduous as in winter. In summer the pan under the refrigerator must be emptied and the cat thrown out, but in winter only the cat has to be thrown out.

EXHIBIT AT HAMILTON CENTENNIAL.

Through the courtesy of E. T. Wright Co., Ltd., Hamilton. Hardware and Metal has received a photograph of the firm's exhibit at the recent "Made in Hamilton Exhibit," held in conjunction with the Hamilton Centennial. The exhibit was very attractively arranged and samples of the many lines manufactured by the company were on display. One of the special features was an exceedingly large lantern, which was made up especially for the exhibition and which occupied a very prominent position in the centre of the display.

New Hardware Goods

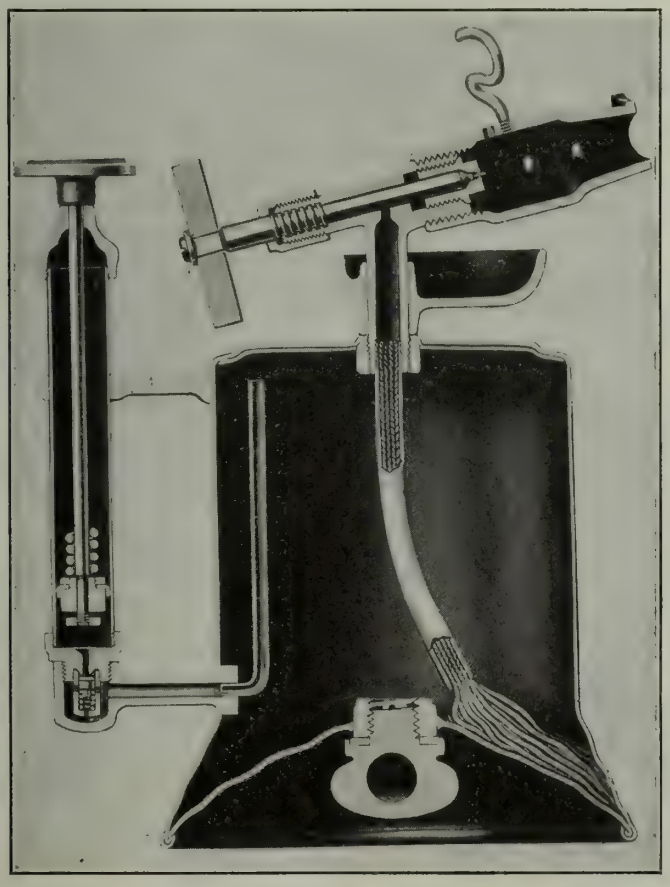
A UNIVERSAL BLOW TORCH.

A new gasoline blow torch has recently been placed on the market by the Westinghouse Electric & Mfg. Co., East Pittsburg, Pa., which embodies a number of novel features and improvements. These improvements, it is claimed, adapt the torch for all conditions of service, and it is therefore called a Universal Blow Torch. An illustration of the torch as a cross-sectional view is here shown.

The burner is made particularly heavy so that it will retain its heat and keep the torch burning in cold or windy weather, and the drip cup is made especially deep so that it will start the torch under bad weather conditions.

The handle of the valve is of fibre, and does not get hot, nor does it need a long valve stem for cooling. On the other hand, it will not crack, loosen and come off. It does not char or burn.

The tank is made of heavy gauge brass and is reinforced with an extra corrugated brass disc covering the entire inner surface of the tank pot. This insures the tank keeping its shape under very rough handling. The pump valve works in a cylindrical guide which it is claimed assures perfect seating of the valve. It can be taken apart and any part replaced separately. The illustration shows the quart size of torch. A pint size is also furnished and differs only in the shape and size of tank.



Universal Blow Torch.

These features, however, do not detract from the use of the torch for indoor work.

Another feature of the torch is the self-cleaning burner valve. The needle at the end of the valve stem cleans the hole automatically when the valve handle is turned. The valve seat need, therefore, never be injured by picking at the opening to clean it. The valve seat is a separate replaceable plug.

COMBINATION PLIER AND WRENCH.

The Burgess-Norton Mfg. Co., Geneva, Ill., are manufacturing for the Chamerlain Wrench Co., a combination tool consisting of wrench, plier, wire cutter, pipe tongs, thread cutter and screw driver. The tool, an illustration of which is here shown is drop forged, accurately milled, case hardened with a mottled finish. It is claimed that the tool is compact and is not clumsy. The plier end it is claimed affords a splendid grip for the wrench while the purchase or leverage supplied by the wrench itself gives the operator a handhold in using the other end as a plier,

wire cutter or pipe tongs. Another feature emphasized by the manufacturers is the manner in which the die seat is placed. Instead of being placed directly in the end, the die seat is placed nearer the centre of balance. This it is claimed enables the operator to use both hands and assures true even threads. Button dies are supplied in three sizes: ¼, 5-16, ⅜. The adjustable jaw is very strong and each wrench is thoroughly tested before leaving the factory. The tools are packed one-half dozen in an attractive card board box and 1-3 gross in full case.

HAND DRILL No. 98.

Miller's Falls Company, 28 Warren Street, New York, and Miller's Falls, Mass., are offering the trade their new No. 98 hand drill, here illustrated. The new drill is a two-speed hand drill, gear ratios being 1½ to 1 and 4 to 1. Change of speed may be made instantaneously without withdrawing the drill point from the work. The pinions and shifting devices are made from steel throughout, and are enclosed for protection. The chuck is nickel plated, of the star pattern, holding and centering accurately drills from 0 to ⅜ diameter. The spindle has a ball thrust bearing at point marked C. The change of speed is accomplished by throwing the knurled ring B. to the right or to the left, according to the speed required. The end handle is of the magazine pattern, and may be detached by loosening the knurled check nut and pressing in the plunger at A. Hardwood handles are stained, malleable iron frame enamelled black, large gear painted French grey with red stripe. Length without handle, 10 inches; length over all, 15½ inches; weight per dozen, 37½ lbs.

Walkerville, Ont. — The Canadian Buckman Co. has been incorporated to manufacture automatic tire pumps here. F. W. Vollans & Co. will handle the manufacturing end till a factory is built.

Current News of Hardware Trade

Have Removed.

North Battleford, Sask.—McPherson Bros. have removed their hardware store to new and up-to-date premises on Main Street.

U. S. Steel Co. in Manitoba.

Winnipeg, Man.—The United States Steel Products Co., a New Jersey corporation, has applied for permission to do business in Manitoba.

Hardware Store Burglarized.

Belleville, Ont.—Burglars effected an entrance to the Smith Hardware Co.'s store on Front Street, and secured a small sum of money, and also a few pocket knives, safety razors, etc.

Purchased Wondershine, Ltd.

Stuart and Foster, Ltd., Toronto, have purchased the business of "Wonder-Shine," Ltd., the manufacturers of the "Wondershine" silver polish. The address is now King and Berkeley Sts., Toronto, Ont.

Industrial Notes.

Dunnville, Ont.—Canadian Engines, Limited, will erect a 40 x 100 ft. addition to their present plant.

The Canadian General Electric has acquired the plant of the Stratford Mill Building Co., Stratford, Ont.

A plant for manufacturing mining tools and equipment is planned for Ottawa by M. J. O'Brien, Renfrew, Ont.

Berlin, Ont.—The Buffalo Forge Co. will next week commence building their branch factory here, the main building being 150 x 250 feet.

Medicine Hat, Alta.—The Gilbert Hunt Co. of Walla Walla, Wash., will locate a large plant here for manufacturing roller and feed mills, threshing machinery, etc.

Granite, B.C.—The new plant of the Kootenay Explosives Co., Ltd., has commenced manufacturing powder on a basis of a daily capacity of three tons. The company is supported by Nelson and district capital.

Tilbury, Ont.—The Union Natural Gas Co., of Chatham, which supplies most of the towns in Western Ontario with natural gas, has purchased the Tilbury Town Gas Co., which owns and operates the distributing plant here.

Fort William, Ont.—G. O. Callaghan, managing director of the Steel Co. of Canada, was in the city recently inspecting the big plant now under construction for the company. He stated that under favorable conditions the plant should begin operations about April 1.

Kingston, Ont.—Negotiations are under way between the City Council and a company who are contemplating the erection of iron and steel pipe plant in this city. The name of the company will probably be The Kingston Iron and Tube Co., capitalized at not less than $500,000.

Fire Losses.

St. John, N.B.—Estey & Co., rubber goods, have been burned out.

Vancouver, B.C.—Owen & Whaley, hardware, have suffered a fire loss.

Saskatoon, Sask.—Saskatoon Fire & Repair Co. have suffered loss by fire.

North Vancouver, B.C.—Nelson Tent and Awning Co. have suffered loss by fire.

Campbellton, N.B.—McLellan Foundry & Machine Works, Ltd., have suffered a fire loss.

St. John, N.B.—Robertson ,Foster, & Smith, Ltd., wholesale hardware, have been burned out.

Fort William, Ont.—The engines in the Canada Iron Corporation were recently damaged by fire.

Durham, Ont.—Black's hardware, containing stock valued at $15,000, has been completely destroyed by fire.

Toronto, Ont.—Fire did damage to the extent of $700 in the Toronto Court & Novelty Co.'s premises on Portland St.

Stratford, Ont.—Fire in the basement of the D. Kennedy hardware and plumbing establishment did considerable damage one morning last week. The fire is supposed to have started from a gas light.

Business Changes.

Goodwater, Sask.—Speer & Stirton have sold their hardware business to M. Kingston.

Guernsey, Sask.—Matilda Snider, hardware, has been succeeded by H. J. Roberston.

Windsor, Ont.—The firm name of D. L. Wigle & Son, hardware merchants, has been changed to D. L. Wigle, Son, & Co.

Montreal, Que.—Normandin, Prance & Co., manufacturers of brushes, have dissolved, and Charles Adolphe Normandin and Jean Baptiste Normandin registered.

Personal Notes.

D. J. Cowan, of "Cowan's Colossal Hardware," London, Ont., was a visitor in Toronto last week.

The death occurred last week of Jno. R. Arnoldi, for some years local manager of the Commercial Acetylene Company of New York. Mr. Arnoldi was born in Montreal seventy-five years ago, and during the past fifteen years has lived in Toronto.

W. A. Mitchell, hardware merchant, Kingston, Ont., has returned from a trip to Winnipeg and the West. Mr. Mitchell covered the Western territory some years ago for a Montreal firm, and he states that some wonderful changes have taken place during the past few years.

Montreal, P.Q.—J. Albert Trempe, son of A. C. Trempe, of Sorel, P.Q., has been employed by Lewis Bros., hardware jobbers of this city, to look after the customers of the C.P.R. in the northern part of Quebec Province. Mr. Trempe succeeds G. Laberge, and begins duties on Monday next.

Montreal, P.Q.—A. Gilines, formerly city traveller for Starke, Seybold, Ltd., of this city, has bought out the retail business of A. F. Lacroix. This is the third time this summer that this business has changed hands. First it was bought by J. A. Lefeuvre, then by A. F. Lacroix, and now by A. Gilines.

Montreal, P.Q.—Among visitors to Montreal during the past week were—G. B. Porte, of Porter Screen Mfg. Co., Burlington, Vt.; J. T. Ling, of the Chicago Flexible Shaft Co.; L. M. Vanstone, manufacturer's agent, Toronto; Mr. Smith, of the Canadian Tap & Die Co., of Galt, Ont.; and the following retailers —T. McQuat and R. McArthur, of Lachute, P.Q.; and Mr. Selby, of Selby & Youlden, Kingston, Ont.

ARRANGEMENTS PROGRESSING.

M. R. Griffith, president of the Canadian Hardware Manufacturers' Exhibitors' Association, in an interview with Hardware and Metal, stated that arrangements were progressing favorably in connection with the Exhibition and Convention to be held in Ottawa Feb. 17 to 21, 1914. Indications point to the largest and most successful gathering in the history of the associations.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full Reports Dealing With Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

The approach of fall has created activity in hardware and stove lines. Hardware jobbers are busy and are sending out large orders of fall goods. The cool weather has created a demand for stoves and stove accessories. Stove manufacturers and dealers are very busy. The good feeling exhibited in the metal markets last week still continues and fair business is being done. Prices are holding up well. Copper is very firm and other metals remain unchanged. Reports from the Eastern provinces show that dealers in that section of the country are very optimistic. Cutlery and electrical appliances are in good demand. Paint manufacturers are directing their attention to the fall paint trade and report that a large volume of business is being done.

MONTREAL.

Montreal, Sept. 17.—Trade in all lines continues brisk, and now that crops have been fully assured, money is beginning to be more freely circulated from all quarters. A better feeling prevails amongst the trade. Those who complained of hard times and difficulty of making collections are once more beginning to look on the bright side and speak of investing money again.

Lead.

Pig lead, after being weak during all the past week, took quite a reaction yesterday on London market. Cables received state that stocks are low and firmly held. At present there appears no reason to doubt this source of information, so that working on that basis jobbers look for even firmer prices yet. So far no change in Montreal price has resulted, as to-day primary market stands at much same level as week ago, but had no reaction set in, prices would have had to drop instead of being held firm.

On London markets lead dropped Monday to £19 17s 6d, but to-day closed firm again at £20 12s 6d.

Copper.

Copper still continues to advance on primary sources, and throughout the week has shown general firmness. To-day London closed at £74 12s 6d, and New York at $16.65. Some New York dealers speak of $18 copper before very long, which, if they are correct, will mean very marked firmness in future. In Montreal prices still hold at $17.75, and are very firm at that level.

Should this firmness, as predicted by New York dealers, develop advances in practically all lines of copper goods and high-grade builders' hardware are likely to follow.

Tin.

Tin has also gone up again after the easing off last week, but shows no great firmness even yet. To-day London closed quiet at £193 10s, yesterday at £194 10s, and Monday firm at £194 15s. Montreal still continues to quote $48, with no change immediately in sight.

Iron.

More of a movement has been noticed in iron in past week. Looking to fall requirements, dealers have been booking up fairly heavy, and this has caused a better feeling in the market. London closed to-day at £54 4s, which represents almost no change on the week.

Spelter.

Spelter continues to run along at about £21 5s, with the firmer feeling taken on last week still evident. Montreal price still holds firm at $6.75 per 100 lbs.

Iron Pipe, etc.

Heating business is now on in full swing, and, though building has shown a falling off from last year, dealers still look forward to much the same trouble through delay in radiators, etc., as in other years.

The output of piping, however, has been quite up to, if not slightly over demand to date, so that dealers expect to be well able to cope with the rush demand when it does come.

Cotton Seine Twine Advances.

Following shortage of cotton crop and resulting high prices, cotton seine twine

—Regina Leader.

advanced 1½ cents per lb. this week. Prices are stiff on all cotton twines, but to date no further advances than that on seine twine have been registered.

Winter Goods.

All lines of skates, sleigh bells, hockey sticks, pucks, skate straps, etc., are now moving freely. Retailers, too, are pressing for deliveries on such lines as cow ties, halters, horse blankets, and all lines necessary in the early fall.

Plated Ware.

Preparing for the fall wedding trade, orders are now being received for all lines of case cutlery and plated ware, including all kinds of silverware and electrical goods, such as electric toasters, percolators, egg cookers, etc.

Stoves and Furnaces.

Now that talk of easier money is being freely circulated orders for stoves and furnaces are coming in heavier than ever. Cool weather, too, is having effect of rushing matters to a crisis, and all sorts of heaters are in especially good demand. Throughout the Maritime Provinces in particular dealers look forward to a decided increase over last year's business, and from other sections also reports of brighter times are being received.

Enamelware.

Demand for all enameled cooking utensils is reported by jobbers as exceptionally heavy for season. In kettles some manufacturers are verging on a shortage, so heavy has been the ordering of late. "Whatever depression there has been in the West," states one manufacturing jobber this week, "the East has made up for it, and on the whole we count on our Eastern branches fully balancing whatever losses have been sustained in the West."

TORONTO.

Toronto, Sept. 17. — Fall trade has opened up nicely and a good volume of business is being done. A good feeling exists in the metal market. Stove manufacturers and dealers report considerable activity in stove lines. Hardware jobbers are busy. Metals continue firm and in good demand. Quotations on hardware lines remain unchanged.

Metals.

The good feeling reported existing in the metal markets last week still continues. All metals appear firm and good business is being done, considering the fact that metals are at relatively high prices.

Copper continues firm with quotations ranging from 17¼ to 17½ cents.

Tin is unchanged and is in good demand.

FINANCIAL SITUATION BETTER.

"The financial situation has cleared up very markedly in the past two or three weeks," states a Montreal hardware jobber. "In the stock market on improvement always precedes buying, and to-day I notice that activity is again commencing. Men are beginning to talk about how they are going to invest their money instead of simply holding on. Those who three months ago would consider no proposition whatever are now looking over the markets with a view to placing their cash. I take this as an excellent indication of brighter conditions in the near future."

In England and New York the horizon also appears to be clearing up. A. R. Dobie, vice-president and general manager of the Royal Securities Corporation, who has been in Europe during the past six weeks, has just returned to Montreal. He is quite convinced that a decidedly better feeling prevails at financial centres. The general opinion in London, he states, is that money will not be tight either there or in New York in the near future. The whole financial situation appears to have undergone a great change, and one decidedly for the better. English investors, continues Mr. Dobie, will still be keen to procure Canadian securities but it is understood that these must be of the first grade. As British investors are more wary than some months ago, they are discriminating carefully between the good and the bad. There appears, however, no cause for any grumbling or complaints.

Iron and spelter remain unchanged and are in fair demand.

Lead is unchanged and still ranges from $5.85 to $6.00.

Ingot aluminum is quoted at 21 cents lb. and pattern aluminum at 23 cents lb.

American metal market reports from New York state that the week opened with strong markets at home and abroad on copper and tin and a decidedly better feeling existed. The advances in Wall Street of the past few days have made an impression on business.

Fall Hardware.

With fall weather rapidly approaching there is a better demand for many lines of hardware. Jobbers are busy and sorting orders are numerous. Retailers are now more optimistic than they have been for some time and are purchasing more freely. The volume of fall trade should be very large.

Rope and Twine.

No changes have taken place since the decline reported in our last issue. Pure manila is quoted at 16½ cents base per lb.; British manilla rope 12½c. per lb. base; African hemp 12½c. per lb. base; Sisal rope per lb. base 11½c.; lath yarn single 10¾c. lb; lath yarn double per lb. 11¼c.

Rubber Hose.

Travelers are now booking orders for rubber hose for spring delivery. Quotations remain unchanged.

Nails and Wire.

Poultry netting for spring delivery is being booked at 50—10 per cent. discount. Smooth steel wire, hay baling wire remain at prices shown in current market quotations. Wire nails are still quoted at 2.20 base. Firmness is shown in wire products.

Stoves and Furnaces.

There is a heavy demand for gas ranges, particularly the high grades. All classes of stoves are now in very good demand. A large number of orders are still being received from dealers who have been rather backward in placing their fall orders. Quite a number of dealers placed orders during the Exhibition.

The advent of cooler weather has caused activity in all branches of the stove trade and manufacturers and jobbers alike are very optimistic regarding fall business. Furnaces are in very fair demand. Coal oil heaters are also selling rapidly. Such lines as stove boards, coal hods, elbows, stove clay, dampers and other stove accessories are now moving in fair volume and the demand will increase rapidly as the fall advances. Enamelware, tinware, and aluminumware are all in excellent demand. Quotations on these lines remain unchanged.

Electrical Goods.

The demand for electrical appliances continues to grow. Electrical power in many places is now being sold at much lower rates than had formerly existed and the result is that many houses are being wired for lighting purposes. The tenants of these houses are all prospective purchasers of electrical appliances and judging by the large sales of appliances it is evident that the popularity of the line is increasing rapidly.

Leather Belting.

There has been considerable talk recently regarding firmness in leather and

also a scarcity of some lines. Quotations on leather belting remain unchanged. Standard belting is still quoted at 60—10 per cent. discount and extra belting at 60 per cent. discount.

WINNIPEG.

Winnipeg, Sept. 15.—The new crop is now rolling in at the rate of over 1,000 cars of wheat a day, and some 90 per cent. of it is of contract grade, a really excellent showing. From all appearances estimates of the yield will have to be revised and revised upwards to a considerable extent. The most conservative of dealers now look for 200,000,000 bushels as at least this year's output.

There is consequently no lack of confidence in the business situation, and the conservatism in both buying and selling of the past six months is yielding to a freer demand and heavier shipments. Credits will, however, be very closely scrutinized by both wholesaler and retailer for some time to come.

Money is still tight, but more because the banks are reserving all their energies for crop moving purposes, and they realize that the strain on their resources during the next six weeks will be very heavy.

The building and contracting trades are already feeling the effects of coming better times. This is particularly noticeable in the increased demand for builders' hardware at country points and a marked call from country points for bricklayers and carpenters. Enquiry at the Trades Hall shows that the call for skilled mechanics for outside points has been quite urgent during the past ten days.

The first change in the nature of an ease up in the high price of rope is in effect here as a general reduction of ½ cent per lb. on all cordage prices. This was, of course, forecast in a reduction in Eastern markets some two weeks ago. Other lines of general hardware are steady. Threshers' supplies have been in good demand, both at wholesale and retail.

Collections are slow, and no immediate improvement can be expected, as it will take some time for money realized by the sale of wheat to find its way into the ordinary channels of trade.

Stoves and Kitchen Ware.

The marked improvement in the stove and furnace business is keeping up, and this fall looks like keeping quite up to the average of the past two years in output. Stove men report a very satisfactory start of the fall trade, and expect a good demand both from the city and from country points. The exceptionally warm, fine weather is no doubt holding back purchasers, but a few sharp frosts will bring a lot of business in.

Paints and Oils.

An advance of 3 cents per gallon on linseed oils has been somewhat of a surprise, as flaxseed is not high, and has, if anything, been weaker during the past two weeks. At the same time there is an average crop in the Canadian West and a fair one in the States. Flax is, however, in the hands of a few men who can pretty nearly handle it and its products as they wish. A revival in the building industry is a healthy sign for good trade this fall in paints, oils and window glass.

Metals.

News of the metal market here is scarce, but there is doubt but ironworkers and sheet metal workers will feel the benefit on the general improvement noticeable in all lines. Local ironworks are having all the orders they can handle, and there is a fair demand for all metal products. Reports of copper being firmer in the East have as yet had no effect locally.

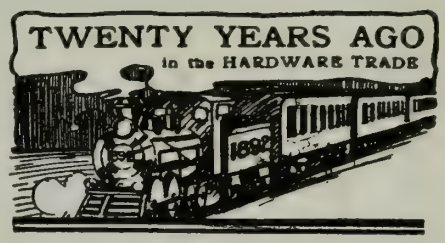
Catalogues and Booklets

Ramsay's Paints.

A. Ramsay & Sons Company, Montreal, have recently issued to the trade a catalogue descriptive of their complete line of paints, colors, stains, leads, varnishes and varnish stains, and, in addition, paperhangers' tools, glaziers' tools, etc. The catalogue is fully illustrated, many of the illustrations being worked out in two and three color effects, so that the whole presents a very attractive appearance. Prices also are given throughout.

E. T. Wright Co. Catalogue.

E. T. Wright Co., Limited, Hamilton, Ont., have issued a supplementary illustrated catalogue and price list No. 19 Section B. illustrative and descriptive of their line of lanterns, bird cages and specialties. The object of the supplement to their general catalogue is to place before the trade in a concise and convenient form, particulars and prices of their line of lanterns and bird cages and to give some information regarding some of the lines made by the firm and generally described as specialties. Several new lines are shown in the supplement and customers are requested to write for a copy if one has not already been forwarded.



The following items were taken from the issue of Sept. 23, 1893:—

"The hardware store and stock of Nevsure, Clinton, & Baker, Windsor, Ont., was damaged by fire to the extent of $20,000."

"A. N. La Forrest, tinsmith, Frederickton, N.B., has sold out."

"G. B. Morris, hardware merchant, Guelph, was in Toronto a few days ago."

"Thos. Elliott, with Henry Taylor, of Perth, Ont., was in Toronto a few days ago."

"J. A. Painchaud, of Painchaud, Squire, & Co., sailed from New York on 13th inst. by S.S. Majestic for a trip through the hardware manufacturing districts of England, Belgium, France and Germany."

"The Shepard Hardware Co., Buffalo, N.Y., announce that they have sold and transferred their ice cream freezer business to North Bros. Mfg. Co., of Philadelphia, Pa."

"C. J. Chishold, commission merchant, Montreal, is on a visit to the world's fair."

"The funeral of Mrs. Eddy, wife of E. B. Eddy, Hull, took place from the family residence on Tuesday of last week."

CORRECTION.

In the list of exhibitors at the Canadian National Exhibition, published in the last issue of Hardware and Metal, we incorrectly stated that the Hall, Zryd Foundry Co., Ltd., was located in Preston. The head office of the company is in Hespeler, Ont., and distributing branches are in Calgary, Winnipeg, Edmonton and Vancouver.

OPENS BRANCH IN GALVESTON.

The H. W. Johns-Manville Co. announce the opening of a branch in Galveston, Texas. With the new addition the firm have now three offices in the Lone Star State. The company plans to receive at the Galveston branch heavy shipments from coastwise lines from New York.

Methods of Retailing Paints and Varnishes

Making Judicious Use of Color Cards

A Card is Just as Valuable as a Coin and Should be Treated as Such—Proper Use of Color Cards Brings Business Every Time—Some Instances—How Losses Are Incurred Through Injudicious Use.

If a paint manufacturer sent you ten dollars worth of coins, ranging in value from one to ten cents each, with the request that you use them for the purpose of pushing the sale of paints, would you throw them under the counter or place them on a high shelf out of the reach of clerks and customers or would you distribute them indiscriminately regardless of who secured them or for what purpose they were to be used?

The chances are that you would pursue an entirely different course and try to place the coins where they would do the most good and promote the most sales.

But on the other hand there are many merchants who are throwing coins away every day in the week. These coins are in the form of color cards. You cannot buy many of them for ten dollars and each one represents a coin. If the manufacturer sends you several packages of color-cards what use do you make of them? If you are a live progressive merchant, you will take care to distribute them as carefully as if they were the coins they represent.

The color card, if properly used, is a good investment and will bring more business than a coin of equal value. The color card offers suggestions. It places the name of the manufacturer and retailer before the public. It gives practical information regarding the use of paints and the quantities required for various kinds of work. It offers suggestions for trimmers. It gives valuable information regarding the use of thinners.

It also shows an array of sample colors which enables the prospective paint purchaser to pick out the colors at leisure. In fact, the color card is a valuable fund of information gathered by practical men and issued for the purpose of aiding the paint dealer and his customers.

Many customers enter your store for the purpose of buying paint and, after seeing the wide range of colors, they do not care to make a selection without consulting some of the folks at home.

The wise dealer will send a color card to that home and, as a general rule, an order for paint is soon forthcoming. Another customer may pass the remark that he is interested in painting but is in too big a hurry to look at samples or talk over the situation. You give him a color card and some paint literature and he will be an exception to the rule if he does not take the advertising matter home with him and go into the matter when he has a little time to spare.

The writer knows of one instance where a customer had the same paint color card in his possession for seven years and no doubt there are many like him. This customer was the owner of several houses and purchased good sized orders of paint each spring. This instance shows that, while there may be a few customers who do not take care of the cards they receive, there are others who will take good care of the cards and use them whenever they are in need of painting materials.

Another instance worth citing is one related by an Ontario hardware dealer who knew of one case where he had received four orders from one color card, each order being from a householder who had seen work which had been done by the party who first received the card. This party had lent the color card to his friends with the result that the retailer and manufacturer benefited thereby and the card was a good investment.

Where the Loss Lies.

The greatest loss lies in the fact that some dealers make poor use of the color cards they receive. It is not uncommon to find bundles of cards under counters, on high shelves or hidden away in some corner.

Another waste lies in the immediate distribution of cards to school children who tear off the color slips and use them for money in playing store, or for playing games of various kinds. A paint traveler was waiting for the proprietor of a store one morning some little time ago and while waiting, he noticed a clerk throw a small package of advertising matter into an old pattern revolving churn which was standing in a back corner of the store. After making an excuse, he took the liberty of looking through the advertising matter which had been carelessly thrown in the churn, and he found a package of fifty paint color cards valued at six cents each. How long they had been in the churn he did not know, but judging by the appearance of the outside cards they had been there for a considerable length of time. The package represented three dollars. He did not know the value of the balance of the advertising matter which remained in the churn, but it is safe to say that the contents of the churn were worth far more than the churn itself.

This merchant had valuable coins lying dormant in his store.

There are, of course, many dealers who make splendid use of all the advertising matter they receive, and numerous instances could be quoted showing the excellent results obtained from publicity gained in this manner. Every store should have a system for the proper distribution of color cards and advertising material.

Every store should also have a case or rack of some description for keeping color cards in a convenient place, easy of access and where the cards will be kept in their respective compartments and in a clean condition. When you receive an assortment of paint color cards just think of the coins they represent, and distribute them judiciously with a view to securing a larger trade for your paint department and more profits for yourself.

APPEAL REGARDING SALE OF POISONS.

Application was made on behalf of the Crown to the Appellate Division at Osgoode Hall, September 17, for a reversal of the decision of Magistrate Kingsford, who refused to convict the Russill Hardware Company, King Street East, Toronto, on a charge of violating the statute relating to the sale of poisons. Some months ago an official of the Inland Revenue Department purchased a quantity of wood alcohol at the Russill store, receiving it in a bottle, to which the clerk omitted to affix a label bearing the word "Poison," as required by the statutes. The firm were summoned to the Police Court and charged with selling poison in a vessel not bearing a distinctive label. The defence put for-

(Continued on page 58.)

HANDLE PRODUCTS
that are
BEST ADVERTISED

Such a policy is bound to show results.

Every customer who comes into your store is acquainted with the stock you carry, and leaves satisfied, because you have been able to supply him with what he required. Such a customer will call again and you will retain his business.

PRATT & LAMBERT'S VARNISHES

are the best advertised products of their kind on the market. Thousands of dollars are spent annually in making these goods known to every painter on the continent. But their quality is their greatest advertising feature. They give satisfaction. Satisfaction breeds content. And a contented customer is every dealer's best advertisement.

Be a Pratt & Lambert Dealer and handle the following popular sellers:—

"61" FLOOR VARNISH for floors.
"38" PRESERVATIVE VARNISH for best interior work.
SPAR FINISHING VARNISH for exposed work.
ALCOLAC for first coats.
"110" CABINET VARNISH for general interior work.
"VITRALITE," the long life white enamel.

Stock up to-day with quality goods.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, LTD.
CALGARY

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, LTD.
EDMONTON

BERRY BROTHERS VARNISHES

BERRY BROTHERS VARNISHES

AFTER 12 YEARS

This Berry-Finished Floor is Still Bright and Lustrous

Pittsburgh, Pa., March 4, 1913.

"Some 12 years ago the writer put down in his residence a hardwood floor and in finishing it used Berry Brothers' Liquid Granite. Three years ago we decided to refinish. A solution of soap, ammonia and warm water was used to prepare the floor. We found the soap and water had no effect on the varnish except to clean and brighten it. And we are now using the floor with the original finish of Berry Brothers' Varnish and still find it superior to any finish we have ever seen." George Hodgdon.

An architect is one of the severest varnish critics. He insists on good varnish—knowing good varnish is a necessary part of the "know how" of his profession.

In the experience of George Hodgdon **and thousands of other architects and users** throughout the land, Berry Brothers' Liquid Granite is superior in durability, lustre and all-round finishing value.

But it is not alone as floor finishes that Berry Brothers' varnishes excel. They are used for hundreds of different purposes.

55 years of honest making and honest service are back of every Berry Brothers' product. Berry Brothers' label is your guide to the varnish that will serve you best.

Our service department is also at your disposal in helping you determine whether the finish you are now getting can be improved or the cost reduced.

Here are four of our principal products:

Liquid Granite—A floor varnish whose name suggests its wonderful durability.

Luxeberry Wood Finish—For the finest rubbed or polished finish on interior wood work.

Luxeberry White Enamel—For white interior finishing. A white enamel that stays white.

Luxeberry Spar Varnish—For marine uses and all kinds of exposed outdoor finishing. Never turns white, checks nor cracks.

Use and specify "Berry Brothers'" varnish—for sale by nearly all dealers. Write for interesting literature on the varnish question.

BERRY BROTHERS

World's Largest Varnish Makers — **Established 1858**

WALKERVILLE, - - ONTARIO

Weekly Market Report --- Paints

MONTREAL.

Montreal, Sept. 17.—A very decided change appears to have taken place in the financial situation during the past two weeks, and in all lines of business a better feeling prevails. If the Stock Exchange is to be taken as a guide here, and usually it is a fairly safe indicator, then not only better trade, but marked activity is again appearing. To use the words of a local paint manufacturer this week, "The danger is past," and now that crop success has been assured, farmers who have been living closely for the past few months are again beginning to spend their money freely. Judging from this, paint manufacturers see no reason why there should not be the usual amount of painting done this fall.

Linseed Oil.

Prices on linseed oil in Montreal are practically nominal this week. Firms quote anywhere from 60 to 64 cents on raw and 63 to 67 cents on boiled in single barrel lots, according to the success with which they bought and the length of time their contracts still have to run.

Firmness still rules on flaxseed market, and in view of tariff being struck off this product entering the United States even greater firmness is likely to be shown shortly. Whether the reduction in tariff will boost prices or not, it is likely to at least bring prices on flaxseed up to the United States level, and cause a corresponding firmness in the price of oil.

Turpentine.

Practically no change has taken place in turpentine. Prices in South continue to fluctuate only slightly, and show no indication of going either one way or the other. In Montreal jobbers are quoting 55 and 56 cents on single barrel lots, with prices on larger quantities in proportion.

Mixed Paints.

Financial situation has let up to such an extent that people are once more turning to spending money instead of continuing to talk of saving. Paint manufacturers see no reason why painting should not go on as usual, and report that orders being received would fully justify this opinion.

White Lead.

Mexican trouble does not appear to show any signs of letting up, so that firmness still continues in white lead. No further developments have taken place since last writing which would have any bearing on the market.

Putty and Glass.

Consumption both of glass and putty has increased considerably during past couple of weeks. Firmness still rules in markets, but with no sign of change.

TORONTO.

Toronto, Sept. 17.—The fall campaign is on in earnest, and manufacturers, jobbers and retailers are busily engaged in pushing the sale of paints.

The approach of fall has created a demand for glass and putty, and both of these lines are moving freely. Linseed oil has declined 2 cents per gallon, and turpentine has advanced 1 cent per gallon. Lead remains unchanged.

Reports from England state that an advance has taken place in the price of red lead, but no price changes are reported in Toronto. White lead remains unchanged.

Decline in Linseed Oil.

As stated in a previous issue, quotations on linseed oil have been governed largely by Western prices on flax seed. Following the decline in the price of seed, Toronto quotations have declined 2 cents per gallon, and the ruling prices are as follows:—Raw linseed oil, in single barrels, 62 cents per gallon; 3 to 5 barrels, 61 cents per gallon; 6 to 9 barrels, 60 cents per gallon. Boiled linseed oil, single barrels, 65 cents per gallon; 3 to 5 barrels, 64 cents per gallon; 6 to 9 barrels, 63 cents per gallon.

Turpentine Advanced.

The firmness reported in last week's issue has continued, and an advance of 1 cent per gallon has taken effect. Quotations are now as follows:—Single barrels, 61 cents per Imperial gallon; 2 to 4 barrels, 59 cents per Imperial gallon; 5 gallon lots, 68 cents per Imperial gallon, with 50 cents additional charged for can.

White Lead.

The demand continues steady, and quotations are unchanged. Toronto quotations are $8.40 in less than ton lots and $8.20 in ton lots.

Putty and Glass, etc.

The demand has picked up considerably, and should continue with the advance of fall weather. Standard putty in casks is quoted at $2.50; 100 lb. drums at $2.70; bladders at $3.00. Glass remains at 15 per cent. discount.

APPEAL REGARDING SALE OF POISONS.

(Continued from page 56.)

ward was that the firm in its corporate capacity could not be held liable, as the sale was made by a clerk. Magistrate Kingsford took the same view, and dismissed the case. Counsel for the Crown contended that the owner of a business must be held responsible for the acts of servants or assistants, that such owner was in reality the seller, the clerk being merely an agent handing over goods to purchasers. Judgment was reserved.

The details of the sale were given in a former issue of Hardware and Metal. Laws governing the sale of poisons in hardware stores were also given in a former issue.

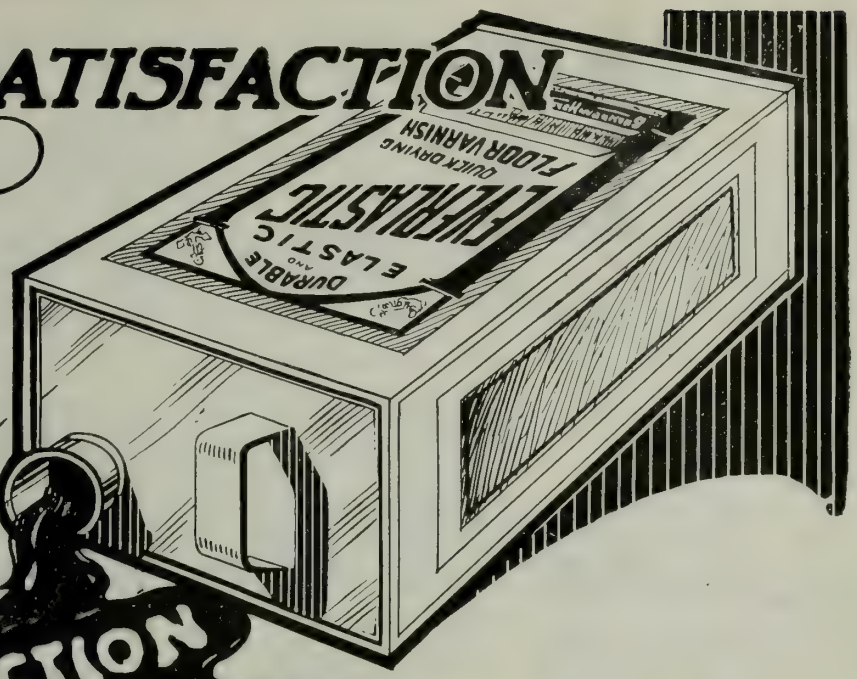
JOINS CANADA PAINT CO. STAFF.

The Canada Paint Co. have announced the appointment of Donald Cameron as their new representative in Northern Ontario. Mr. Cameron was formerly with the Cochrane Hardware, Ltd., Sault Ste. Marie, with whom he had been a popular and valued representative for some years. He entered into the hardware business as office boy, with Moore & Browne in his native town, and through his ability and willingness was soon promoted from behind the counter to the position of traveling salesman. In

DONALD CAMERON.

this capacity he was continued by his late employers when they took over the business of Moore & Browne some years ago. As the representative of Cochrane Hardware, Ltd., in the territory from Markstay to White River, Mr. Cameron has received much valuable experience and a good knowledge of the hardware trade and business conditions in this part of Ontario. He has numerous friends in the trade, as well as personal friends through being an ardent aquatic sportsman, and a lover of hunting and sport. He also has to his credit some medals for his prowess as canoeist and oarsman.

SPREADS SATISFACTION on any floor



SATISFACTION

Hard usage is the lot of all floor varnish. It is there to be tramped on, and the whole art of getting floor satisfaction lies in using a varnish that will stand it.

EVERLASTIC QUICK DRYING FLOOR VARNISH

is a specialty—made for floors and right for floors, with just the qualities the service demands. Dries in 7 to 9 hours, and can be walked on the day after application, while it is so tough and elastic that no ordinary dent will crack it. Won't show heel marks and will outlast any other floor varnish we know of.

These qualities have made it the most readily saleable floor varnish on the market, and the surest with which to build up a lasting and profitable trade.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb.$10 25 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

"Alonzo W. Spooner, Ltd."
Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.
Nicoluminam Grades, No. 1, 2, 3.
Babbitt Metal Grades, No. 1, 2, 3.
Prices, 6c—60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2½ "	12 25	11 00
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 80
" " 4 "	19 80	19 00

BRASS.

Spring sheets, up to 20 gauge	0 26
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal	Toronto
	Per 100 lb.	
Casting ingot	17 75	17 00
Cut lengths, round bars, ½ to 2 in.	27 50	
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches	29 50	
Copper sheet, tinned, 14 x 60, 14 oz.	30 50	
Copper sheet, planished, 14 x 60, base	37 50	
Braziers', insheets, 6 x 4	29 50	

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summerlee, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	.....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	31 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	3 10	3 00
All bright, 52 sheets	3 70	4 15

Galvanized—	Apollo D.	Crown	Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x80	8 90	8 90	9 50
20x28x80	9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 75	3 60	3 75
22-24	3 90	3 75	3 90
26	4 15	4 00	4 15
28	4 40	4 25	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Buttweld Pipe.

Size.	Black.	Galvd.
¼ in.	2 28	3 16
⅜ in.	2 28	3 18
½ in.	2 72	3 57
¾ in.	3 28	4 43
1 in.	4 85	6 55
1¼ in.	6 56	8 86
1½ in.	7 84	10 59
2 in.	10 55	14 25
2½ in.	16 67	22 52
3 in.	21 80	29 45
3½ in.	26 22	35 42
4 in.	31 07	41 97

Standard Lapweld Pipes.

Size.	Black.	Galvd.
2 in.	11 66	15 36
2½ in.	17 26	23 11
3 in.	22 57	30 22
3½ in.	27 14	36 34
4 in.	32 16	43 06
4½ in.	36 20	48 90
5 in.	42 18	56 98
6 in.	54 72	73 92
7 in.	80 92	109 50
8 in.	97 92	132 50
9 in.	117 30	162 20
10 in.	140 10	189 50
12 in.	172 40	238 30

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 75; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.

Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb	0 11½	0 11¼
Light copper & Bottoms	0 10½	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08¼

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 75	5 50
Imported pig, per 100 lbs.	5 75	5 50
Bar pig, 100 lbs.	6 00	5 85
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guarant'd.	0 28	0 28
Wiping	0 26	0 26

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb.	6 75	7 00

TIN AND TINPLATES.

	Montreal.	Toronto.
Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lbs.	48 00	47 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)

		Per box
I C, 14x20 base	....	$7 00
I X, 14x20 base	....	8 25
I X X, 14x20 base	....	9 50

Raven and Murex Grades—

I C, 14x20 base	....	5 00
I X, 14x20 base	....	6 00
I X X, 14x20 base	....	7 00
I X X X, 14x20 base	....	9 50

"Dominion Crown Best"—Double.

COATED, TISSUED.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	....	4 65
I X, 14x20 base	....	5 65
I X X, 14x20 base	....	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base	....	4 50
20x28, double box	....	9 00

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	....	8 25
I X, Terne Tin	....	9 75

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet bxs.)
XX, 14x60, 50 sheet bxs.) 7 50
XX, 14x65, 50 sheet bxs.)

TINNED SHEETS.

72x30 up to 24 gauge, case lots	8 50	....
72x30 up to 26 gauge, case lots	8 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Other sizes, 50 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and papernigs 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

CHAMPION'S

WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND, SOUTH AFRICAN, ETC., COLONIES

GUARANTEED FREE FROM ADMIXTURE OF GERMAN OR ANY OTHER FOREIGN DRY WHITE LEAD

ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

CHAMPION, DRUCE & CO.

WHITE LEAD CORRODERS

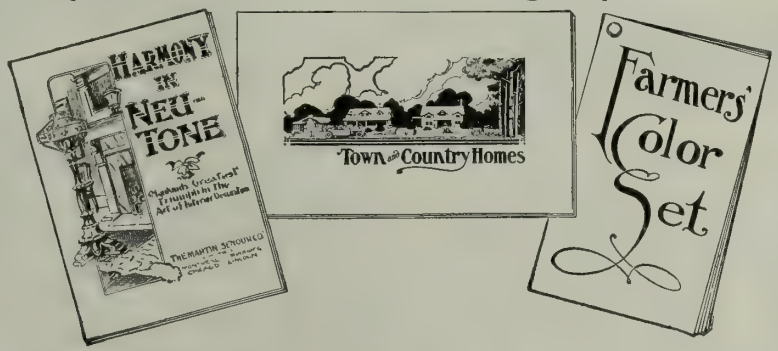
6 LAURENCE POUNTNEY HILL, CANNON STREET, LONDON

ESTABLISHED OVER 130 YEARS

MARTIN-SENOUR PAINTS & VARNISHES

To Help You Sell More Paint

All replies to Martin-Senour Fall Advertising now running in the leading Canadian Publications receive one of these splendid books—the costliest and most magnetic paint literature ever sent out.



Have us tell you more about the dealers' "selling helps" back of Martin-Senour Paints and Varnishes.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion' 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits	30 and 10
Irwin's auger	45
Gilmour's auger	70
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr.		0 80
Richards Wilcox No. 117 P.D. Hanger, full set		2 75
Stearns wood track		Special
Zenith	....	9 00
Atlas, steel covered	5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin angers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common, new, $1 list.	
Carriage Bolts, ⅜ and smaller	60 & 15
Carriage Bolts, 7-16 and up	55
Carriage Bolts, Norway Iron ($3 list)	55 & 15
Machine Bolts, ⅜ and less	65 & 5
Machine Bolts, 7-16 and up	57½
Plough Bolts	55 & 5
Blank Bolts	57½
Bolt ends	57½
Sleigh Shoe Bolts, ⅜ and less	55 & 10
Sleigh Shoe Bolts, 7-16 and larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes	4c per lb. off
Nuts, Hexagon, all sizes	4¼c per lb. off

Stove rids, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll		0 95
O.K. Paper, No. 1, per roll		0 95
O.K. Paper, No. 2, per roll		0 70
Plain Fibre, No. 1, p. 400 ft. roll		0 50
Plain Fibre, No. 2, p. 400 ft. roll		0 35
Tarred Fibre, No. 1, 400 ft. roll.		0 62
Tarred Fibre, No. 2, 400 ft. roll.		0 43
Tarred Fibre, Cyclone, 25 lbs., roll		0 62
Dry Cyclone, 15 lbs.		0 50
Plain Surprise, per roll		0 42
Resin sized Fibre, per roll		0 42
Asbestos Building Paper, p. cwt.		3 25
Heavy Straw, plain and tarred, per ton		36 00
Carpet felt, per cwt.		2 60
Tarred wool roofing felt, cwt.		2 00
Pitch, Boston or Sydney, 100 lbs.		0 85
Pitch, Scotch, per 100 lbs.		0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 60	3 00
2 Ply Ready Roofing, per sq.		0 75
3 Ply Ready Roofing, per sq.		0 95
2 Ply Ready Roofing, per roll		1 15
3 Ply complete, per roll		1 35
Liquid Roofing Cement, bbls., per gallon		0 17
Liquid tins cement, 5s		0 19
Crude coal tar, per bbl.		4 50
Refined coal tar, per bbl.		5 00
Shingle Varnish, per bbl.		5 00
Caps, per lb.		0 05
Rails, per lb.		0 05
Mop Cotton, per lb.		0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000.	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	31 00
Fire clay (Scotch), net ton	....	5 50
Fire clay (American), net ton	5 00	10 00

CHALK AND PENCILS.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr.	2 40	6 75
Crayons, per gross	....	0 20

CHISELS.

Cold chisels, 5 x 6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16 $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in. 2 50
" adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 50
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths	3 45
3 " " "	4 28
4 " " "	5 53
5 " " "	7 60
6 " " "	9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 per cent.
Copper tea and coffee pots, 40 per cent.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz. 5 25
Folding handles, 8 inch, doz. 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " " "	3 31
12 " " "	3 88
15 " " "	5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan Globe	75
Black Diamond	66⅔
Delta Files	60
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (English list)	35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	$ 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1h lb.	6.25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over..	0 06
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1½-inch, per doz.	5 20
Web	2 45

SISAL HALTERS (SNAP & RING).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12½	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15
Spiders and fry pans, 50 and 5 per cent.		
Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103..	1 35	2 00

Toasters, 50 per cent.
Fire shovels, 50.

Oil stoves and ovens, 50 and 10.

LADDERS, TRESTLES, ETC.

Step Ladders—

Shelf-lock	15c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20 ft., each	$2.60
22	2.86
24	3.12
26	3.38
28	3.64
30	3.80
32	4.16
34	5.10
36	5.40
38	5.70
40	6.00
44	7.48

(COMMON SINGLE LADDERS)

8 ft., each	$ .80
10 ft., each	1.00
12 ft., each	1.20
14 ft., each	1.54
16 ft., each	1.76
18 ft., each	1.98
20 ft., each	2.40
22 ft., each	2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose 4c per foot additional.

"Ready" Roofing and "Black Diamond" Tarred Felt

"Cyclone" and "Joliette" Building Papers

Every progressive dealer should sell these products. They produce a good profit, and are guaranteed to give perfect satisfaction.
They can be easily laid by an inexperienced hand.
Do not restock this kind of goods till you communicate with us and get full particulars. It will pay you.
We also manufacture a complete line of high grade **Wrapping Paper**, which sells at a low price.

Write to-day.

ALEX. McARTHUR & CO., Ltd., 82 McGILL STREET, MONTREAL

F. J. COX, Winnipeg, - Western Agent

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

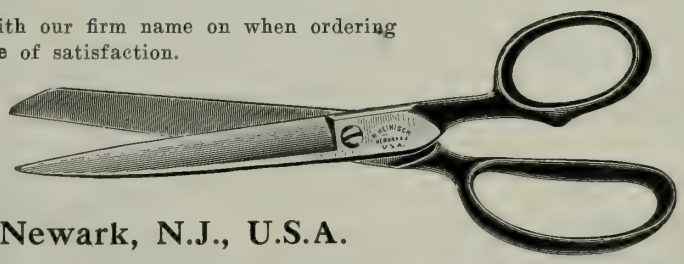
HEINISCH Trimmers Sell Quickly

Exceptional QUALITY the Reason

Always specify for and insist upon having the trimmers with our firm name on when ordering from your jobber. Our firm name is a **positive guarantee** of satisfaction.

HEINSCH **Tailors' Shears, Scissors, Tinners' Snips,** etc. are of the same high quality as the trimmers.

Write for Catalog.



R. HEINISCH'S SONS COMPANY, Newark, N.J., U.S.A.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture **Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.**

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

(PAINTERS TRESTLES).

6 ft., each .. ..$1.50 14 ft., each ..$4.20
8 ft., each .. .. 2.00 16 ft., each .. 4.80
10 ft., each .. .. 2.50 18 ft., each .. 5.40
12 ft., each .. .. 3.00 20 ft., each .. 6.00

LANTERNS.

No. 2 or 4, plain cold blast, doz. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz.......... 7 50
Brass well japanned, doz........... 9 25
All brass, doz.......................... 24 00
Cold blast globes, doz............... 0 50
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft............. 0 13½
Corrugated, ¾ in., ft. 0 17
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from.......... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per do z.............. 1 20 1 50
Folding ironing boards 16 25 18 00

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen...... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap ....per gross 33 00
Indian snap ....per gross 27 00

RAZORS.

	Per doz.	
Boker's	7 50	11 00
Boker's King Cutter	11 30	14 40
Henckel's	7 50	20 00
Gillette Safety, each		3 75

Star Safety Razor, 33 1-3 per cent.
Edelweiss 16 00

ROPE AND TWINE.

Sisal rope 0 11½
Pure Manila rope 0 16½
'British" Manila 0 12½
African hemp 0 12½
Cotton, 3-16 inch and larger..... 0 27
Russia Deep Sea line, 7-16 and larger, 18c.
Jute, 7-15 and upwards, 10½c.
Lath yarn, single 0 10¾
Lath yarn, double 0 11¼
Sisel bed cord, 48 feet, per doz.. 0 72
Sisel bed cord, 60 feet, per doz.. 0 90
Sisel bed cord, 72 feet, per doz.. 1 08
Cotton clothes line, 18 per cent. off.
Bag, Russia twine, per lb. 0 27
Wrapping cotton, 3-ply twine.... 0 26
" " 4-ply twine...... 0 30
Mattress twine, per lb. 0 45
Staging twine, per lb. 0 35

BINDER TWINE.

650 ft., per lb. 0 12¼
600 ft., per lb. 0 11
550 ft., per lb. 0 10
500 ft., per lb. 0 09½
5 ton lots, ⅛c lb. allowance.
10 ton lots, ¼c lb. allowance.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot , doz.... 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.. 2 20
Sectional, ½ lb. each, per 100 lbs.. 2 55
Solid, 3 to 30 lbs. 1 63

SASH CORD.

No. 3, per lb. 0 28¼
Sash Chain, No. 2, hd. ft...... 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 20
Common doors, 2 or 3 panel, grained only, 4-in. style 8 40
Beaver window screens, 14 x 18, open 28½ inches 1 00
Perfection window screens, 14 x 15, open 22½ inches 1 30
Model window screens, 14 x 22, open 36½ inches 2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS.

	Per cent.		
Wood F.H., bright and steel	.85	10	7½
" R.H., bright	.80	10	7½
" F.H., brass	.75	10	7½
" R.H., brass	.70	10	7½
" F.H., bronze	.70	10	5
" R.H., bronze	.65	10	5
Drive screws	.65	10	5
Set, case hardened	.60	10	
Square cap	.50 and 05		
Hexagon cap	.45		

Bench, wood, per doz. $5 00
Bench, iron, per doz. 4 25

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	.60	55 and 2½	45
Draining tools	.60	60	
Scoops	.50 and 5		45 and 5
Hollow backs and sand shovels	.60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only.
Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 1 50
Eureka tinned steel, hooks, per 1,000 .... 8 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 .... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths...... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCTHE.

		Dozen		
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in.		2 50	3 10	3 50
Hindostan	per lb.		0 06	0 10
" Slip	"		0 18	0 20
" Axe	"		....	0 16
Deer Creek	"		....	0 10
Weerlick	"		....	0 25
" Axe	"		....	0 15
Oily White, 6 in., 7 in., 8in., doz.		6 00	6 60	7 60
Arkansas	"		....	1 50
Water-of-Ayr	"		....	0 10
Scythe	per gross		3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90 brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
Lufkins, steel, No. 264, 66 ft., ea. 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821... 1 95
Chesterman's Steel, No. 1840, 50 ft.. ....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps 0 60
Out O' Sight Rat Traps 1 20
Easy Set Mouse Traps 0 45
Easy Set Rat Traps 0 95
Blizzard Mouse Traps 0 45
Blizzard Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VACUUM CLEANERS.

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combination Cleaner...... 6 50
Cadillac Electric, Model C......... 18 00
Cadillac Electric, Model D......... 20 00

VISES.

Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz......... 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Velox 180 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3........ 85 00
20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz......... 47 50
Eze, 11 in., per doz. 51 75
Bicycle, 11 inch 59 25
Trojan, 12 inch 100 00
Favorite 511E 61 50
Unexcelled 1041E 75 50
Challenge 311E 54 00
Gem 141 .... 51 75
Sunlight 111 .... 44 50
20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 in.. 0 70
" " " 34 in.. 1 00
" " " 36 in.. 1 25
" " neckyokes, 36 in.. 1 25
" " doubletrees, 40 in.. 0 95
" " lumbermans, 44 in.. 0 95

WOOD HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ask fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes, oval and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent. Wrenches.
Agricultural, 67¾ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.......... 4 50
With rim, 18x28, per doz.......... 5 00
With rim, 20x30, per doz.......... 5 50
Without rim, 18x24, per doz...... 4 00
Without rim, 18x28, per doz...... 4 50
Without rim, 20x30, per doz...... 5 00

IRONING BOARDS.

Size 12x60 ins., per doz.......... 5 75
Size 14x60 ins., per doz.......... 6 25
Folding, 12x60 ins., per doz...... 15 00

SLEEVE BOARDS.

Basswood, stationary, doz........... 1 50
Folding, per doz. 3 50

WASH BOARDS.

Glass, doz. 3 25
Enamelled, doz. 4 50

CLOTHES BARS.

3 sections, 4 ft., doz............... 4 25
3 sections, 5 ft., doz............... 5 50
3 sections, 6 ft., doz............... 7 25

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz..... 12 00

CLOTHES PINS.

Common, 5 gross in box, per box 0 65
Spring clothes pins, per box........ 1 00

WOOD WASH TUBS.

Standard size, doz. ....

TUB AND WRINGER STANDS.

Folding frame, doz. 18 00

BENJAMIN MOORE & COMPANY, Limited

TORONTO, CANADA

MAKE

MURESCO, The best Wall Finish.

SANI-FLAT, The best Flat Oil Paint, Washable and non-poisonous.

MIXED PAINT, Moore's House Colors, second to none.

YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell, the MOORE Line and make more money with less investment.

Stephens Paints, Varnishes & Stains

Pay Good Profits and Satisfy Everybody

Our Paints, Varnishes and Stains always make good because they are made from pure ingredients by methods developed during our long experience.
You do not have to experiment with the Stephens Line. We will gladly get you in touch with some dealers so that you can ask questions about our line and benefit by their experience.
Our agency proposition is worthy of your consideration—**it's a big money maker for dealers.**

G. F. STEPHENS & CO., LTD., WINNIPEG, CANADA
Branch at Calgary, Alta.

Over half a hundred years of paint production

has brought us to the point where we can unhesitatingly recommend Jamieson's various Paints to be unsurpassed for the particular work for which they are manufactured.

The dealer is protected

because this recommendation amounts to a guarantee on every drop of paint that goes out of our factories.

We want to talk over the paint proposition with you. How about it?

R. C. Jamieson & Co., Limited

Established 1858

Montreal **Vancouver**

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head i,ron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's per dozen	0 65	1 00
North Bros., No. 30, per doz		16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 79.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb. 0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.60
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.00
	In casks per lb.
Sulphate of copper (bluestone)..	0 07
Litharge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)....	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.....	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure..	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons........	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.		Per lb.
French medal		0 14
German common sheet		0 10
German prima		0 17
White pigsfoot		0 21
Brantford medal		0 10
" golden medal		0 11
" brown sheet		0 10
" Golden sheet		0 13
" Gelatine		0 22
" white gelatine		0 22
" white glue		0 12
" 100 flake	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL	0 11½
CL	0 12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb....	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb....	0 20½
In 25 lb. drums, per lb..........	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb..	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb..	0 23¼
In ½ lb. pkts., 100 lb. cs, lb...	0 24¾
In 1 lb. tins, per lb...............	0 23¾

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs....	0 08¾

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base....		2 00
Canada Paint Co.'s pure..	1 75	2 00
Globe house paint (Windsor)....		1 60
"New Era" house paint (Windsor)		1 85
Benj. Moore Co.'s "Egyptian" Brand		1 60
Moore's pure linseed oil, H.C..		1 65
Brandram-Henderson's "English"		2 00
Ramsay's paints, pure		1 80
Ramsay's paints, Thistle		1 60
Martin-Senour, 100 p.c. pure....		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co.		
Jamieson's Crown and Anchor brand		1 60
High Standard		2 00

PLASTER OF PARIS.

Per barrel 2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.

Standard	Montreal	Toronto
Bulk, in casks	2 30	2 50
Bulk, 100 lb. drums......	2 50	2 70
Bladders, in bbls..........	2 80	3 00

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.......	5 90	5 75
No. 1 kegs, per 100 lbs.........	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets 0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15
U. S. Water White	.17	15½
U. S. Pratts Astral	.21½	17½
Castor Oil, per lb. in bbls...	8¼	8½
Black Oil, Summer	.12c	12c
Black Oil, Winter	.14	14
Cylinder Oil, Green	.35	35
Parafine Oil	.22	20
XXXX Machine	.22½	21
Benzine	.27½	24½
Motor Gasoline, in drums...	.24½	24½
Motor gasoline	.27½	25
Pure turpentine, single bbls.	.56	60
Linseed Oil, raw, single barrels	.65	64
Linseed Oil, 3 to 5 bbls.......	.64	63
Linseed Oil, 6 to 9 bbls......	.64	62
Linseed Oil, boiled—		
single bbls.	.68	67
3 to 5 bbls.	.67	66
6 to 9 bbls.	.66	65
Alcohol, 5 gal. lots. per gal.	1.00	1.00
Resin Grade G, bbl. lots ..	7.25	8.00

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps, brown japan	1 00
No. 1 brown japan	0 90
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 30
B.H. Ltd. "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish....	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure..	8 25	8 20
Crown and Anchor, pure.	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 00
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd....	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 70 and 10 per cent.

BARB WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William, $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅜ and smaller, 60; 7-16 and larger, 50; machine, ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅜, 50½c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.50 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)....	5 00	5 35
26G (eual 28 Amer.)...	4 50	5 10
24G	4 25	4 65
22G	4 25	4 65
20G	4 15	4 55
18G	4 15	4 45
16G	4 00	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

50 per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8 ,44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal, 12¼; Pure Manila, 17¼; British Manila, 13¼c; lath yarn, 11½c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

SCREWS.

Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 68c; boiled, per gal., 71c.

TURPENTINE.

Per gal., barrel lots, 70c.

DRY COLORS.

White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.35 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

PUTTY.

Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

21½ cents per 112 lb.

RED LEAD IN LINSEED OIL

Absolutely Pure
Guaranteed
Better

It is always ready for use.
It remains suspended in oil indefinitely.
It dries quickly without the use of driers.
It sheds water like a duck's back.
It is more economical.

Than Other Red Lead or Red Lead Substitutes

Because

It does not contain any adulterants.
It does not disintegrate or chalk off.
It does not harden or solidify.
It does not turn white after applying.
It does not cost proportionately as much.

Nothing Like It Has Ever Been Produced In Canada

Try It Out Yourself—Make Your Own Tests

You Should Investigate And Prove It

Write us for samples and particulars.

International Color & Chemical Co. of Ontario, Limited

BRIDGEBURG -:- -:- -:- ONTARIO

Reliable and energetic agents and dealers wanted.

WINDOW GLASS

Now is the time you should look over your stock of Window Glass, and send us your specification of sizes wanted, as we have a most complete stock on hand, having put in an extra stock to meet the demand, which consists of the following:

16 oz. Star Glass.
21 oz. Double Diamond Glass.
26 oz. and 32 oz. Glass.
Obscured, Single and Double Glass.
Enamel, Single and Double Glass.
Ruby Plain, Single and Double Glass.
Blue, Single and Double Glass.
Purple, Single and Double Glass.
Green, Single and Double Glass.
Yellow, Single and Double Glass.
Opal, Single and Double Glass.
Chipped, Single and Double Glass.
Fluted, Single and Double Glass.
Cathedral, White and Tints.
Muffled, White and Tints.
Mottled, Large Muranese and Artistic, White and Tints.
1-8, 3-16, 1-4, Rolled Plate.
¼, ½, ¾, 1, Rough Plate.
Prismatic.
Wired Plate, Etc., Etc.

PAINTS OILS **A. Ramsay & Son Co., Montreal** VARNISHES GLASS
ESTABLISHED 1842

DOUGALL

SELL FIRST CLASS VARNISHES to build a FIRST CLASS TRADE

Send for 60 page book of selling points of the "Varnish That Lasts Longest."

The Dougall Varnish Company, Limited
MONTREAL
Associated with the Murphy Varnish Co., U.S.A.

VARNISH

MAPLE LEAF
M L
FINISHES THAT ENDURE
QUALITY
PAINTS & VARNISHES

Better Paint Business in the Fall

BREAK AWAY from the old fashioned idea that your paint department can only make money in the Spring and must go to the rear for the rest of the year.

EVERY PAINTING TEST proves that fall painting gives best results to the consumer. So get busy and arrange to get your share of profit by stocking

MAPLE LEAF PAINT

and encouraging fall painting.
Our MAPLE LEAF DECORATIVE AID DEPARTMENT will assist in promoting fall business.

Write us for our Co-operative advertising plan.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

THE SHERWIN-WILLIAMS CO.

OF CANADA, LIMITED

Twice-a-month Bulletin

No. 1 Some experiences of successful paint dealers that should interest you. No. 1

Getting Started Right

Not in time, place nor circumstance—but in the man lies success. With equal opportunities, one builds a prosperous, permanent business; the other complains he never had a chance.

Back to a little country town there returned a young man home from his travels. With suitcase in hand he walked briskly down the main street and stopped in front of a store where he had worked as a boy. Cobwebs adorned the unwashed windows; it was melancholy, unpainted and dismal. The young man had just $150 of savings, but he risked it all and bought the store—lock, stock, good will and barrel.

This happened nearly ten years ago, and to-day this merchant nets a profit of over $7000 a year. His name is Ballou the Paint Man—the S-W Agent at Worcester. Some say it was a bit of business magic, but Booster Ballou will tell you that one of the fundamental reasons for his success was the choice of merchandise to sell.

A business story appeared recently in McClure's Magazine to recount Ballou's achievement. For obvious reasons the name was changed, but in the Henderson of the following paragraphs, you will recognize our friend.

"At first thought it would seem an easy thing to procure high-class goods to sell, or to get goods to sell, or to get goods that meet some popular requirement not necessarily dependent on price. In reality this is one of the most troublesome of business problems; it is commonly neglected because it presents so many vexations. To live up to its definite standard requires a dead-line, with sentries posted all along it. In one business out of a hundred you find such a dead line. The ninety-nine others are more or less like the paint store before young Henderson bought it.

"Henderson was a dealer, not a contractor. The contractors and smaller consumers who used his goods looked to him for protection. Nevertheless, he was unable to assure you that his paint wouldn't peel off within a month or rise up in blisters when the sun struck it. There are plenty of merchants to-day who can't tell why the goods they sell don't have fast colors or what gives their coffee an "off" taste.

"But Henderson's magic consisted in finding out. He set about a study of paint ingredients and presently he discovered that the Government had already taken a scientific interest in the subject. It had issued a pamphlet giving the chemical analyses of most of the brands of paint on the market together with other technical information of great value. Henderson's goods now lay revealed before him in a most surprising manner. He found that some of his mixed paints contained no linseed oil whatever, but a substitute of cheap vegetable oil. A benzine drier took the place of turpentine and plain water made up a considerable percentage.

"The very day he made this discovery, he took the train for a large city not far away. Here he called on the manufacturers of a brand of high-class paint—and asked for the exclusive agency in his district.

Fixing the quality dead-line should be the first task of every merchant laying the foundations for his future prosperity. As a successful dealer said the other day: "You must build up your paint department on the reputation of the house."

Both the buying public and the discriminating storekeeper prefer to purchase products with a good character. As a man is known by the company he keeps, so a merchant is known by the firm which is heralded by the brass band of boastful advertising, whose product is "the best on earth," and to avoid the unknown manufacturer who suddenly appears with his full [illegible] in the trade journals, declaring he will revolutionize the paint business. They have been doing this for the last forty years but the only people who seem to have benefited are the promoters of these get-rich schemes."

We have a number of "The Blue Store" books which are very interesting, and contain many good suggestions that are helpful to paint dealers. If you would like a copy, just ask for it, we will be glad to send it without cost or obligation.

SHERWIN-WILLIAMS
PAINTS & VARNISHES
A FINISH FOR EVERY PURPOSE
THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.

Sterling PREPARED PAINTS

Highest Quality

These paints are the result of the embodiment of pure ingredients and the work of long experienced workmen.
They are a positive guarantee of satisfaction everywhere.
Hear what other dealers have to say about Sterling Paints. We will be pleased to send you a list of dealers and users so that you can write some of them and benefit by their experience.
Start making your paint department more profitable NOW.
Everybody who knows Sterling Paints wants them.
Write us.

Utmost Reliability

Canadian Oil Companies, Limited, - Toronto

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

NEW ERA PAINT
IS GUARANTEED

THE increasing demand for New Era Paint and its past record of service enable us to place a guarantee that it will outlast, cover more surface, hold its color better, stand more weather changes, and give a more brilliant finish than any high-priced paint you can buy. It is made to meet the requirements of the most critical painter. Write at once for prices.

STANDARD PAINT & VARNISH CO., LIMITED
WINDSOR - ONTARIO

FORD

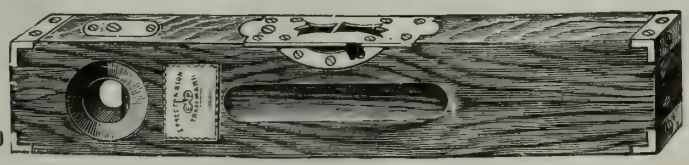
An Auger Bit You Can Depend on. Fully Warranted
FORD AUGER BIT CO. HOLYOKE, MASS.

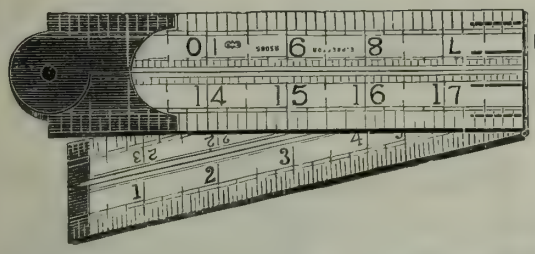
The name YALE helps make the sale.

Canadian Yale & Towne, Ltd
General Offices and Works
St. Catharines, Ontario.

EDWARD PRESTON & SONS Ltd., Whittall Rule Works, BIRMINGHAM, ENGLAND.

MANUFACTURERS OF RULES, LEVELS, PLANES, AND IMPROVED CARPENTERS' TOOLS.





ESTAB SHED 1825,

TRADE MARK

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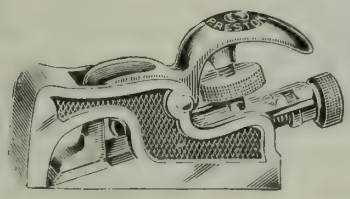
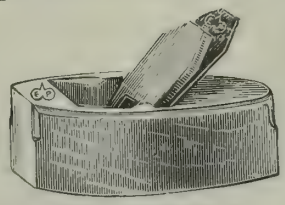
REGISTERED





Manufacturers of the Improved Sash, Rabbeting, Quirk, and Bead Routers, Patent Chamfer Shaves and Moulding Tools, Iron Planes, Plumb Tools, Trammel Heads, etc.

Patent Adjustable Bull-Nose Rabbet Plane.

ILLUSTRATED CATALOGUE can be obtained through our representatives.

G. S. PELTON & SON, 203 St. Nicholas, Building, MONTREAL

Improved Patent Flush Handle

CHESTERMAN'S

MEASURING TAPES

Linen, Metallic and Steel

TRADE J C MARKS

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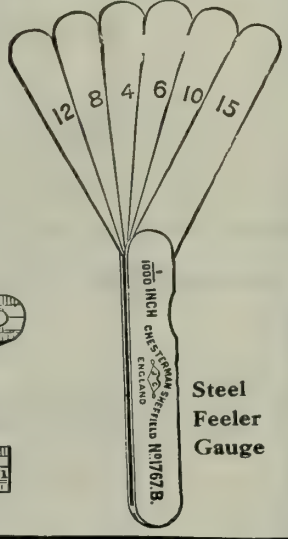
TRE BLE

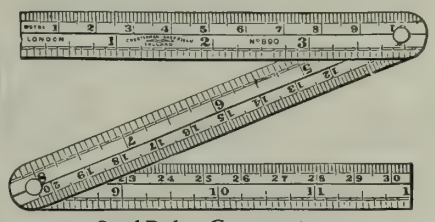
Engineers' Small Tools



Steel Feeler Gauge

For Prices, Catalogues, etc., apply to

F. H. SCOTT; 404 Coristine Bldg., Montreal

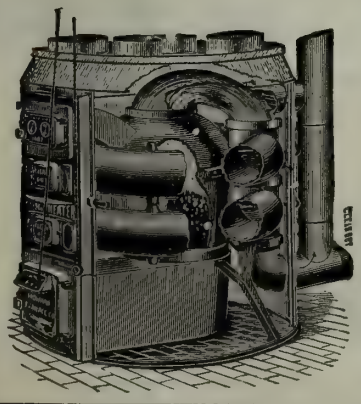


Steel Rules, Gauges, etc.

IT'S QUALITY AND ADVANTAGES THAT MAKE

CANADIAN HOWARD DOUBLE RADIATOR FURNACES

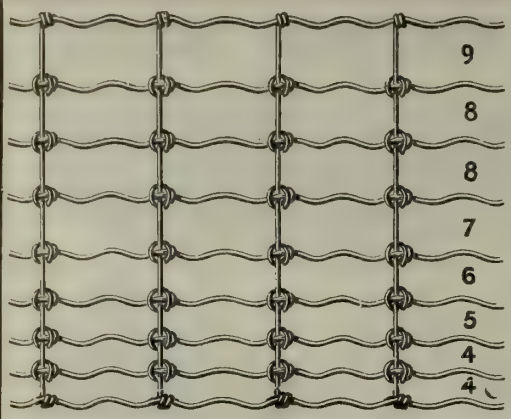
THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.
We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.
Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

We also manufacture Summit Low Down Furnaces

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The **"Monarch"** has the **best ring lock in Canada,** and **cannot slip or come loose.**

Do not lose a sale by being unable to supply a fence like this—send us a trial order NOW.

Write for catalog and prices.

OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

Wood Mantels, Coal, Gas or Electric Grates
Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS, GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue - - - WINDSOR, ONT.

We have the facilities for turning out
The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

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D. PERES Barrel Brand Cutlery

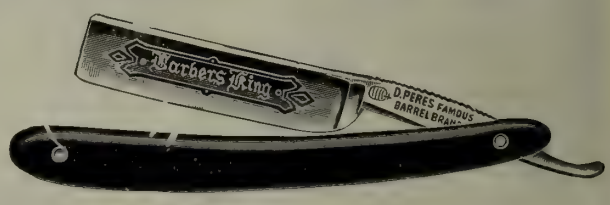
(Razors, Pocket Knives and Scissors)

Sells Quickly Because It Serves Well

Be sure that your stock of cutlery in the coming season contains a large assortment of **"Barrel Brand."**

"Barrel Brand" gives you both satisfied customers and a good, substantial profit.

The guarantee that goes with this cutlery is a protection for you and your trade.



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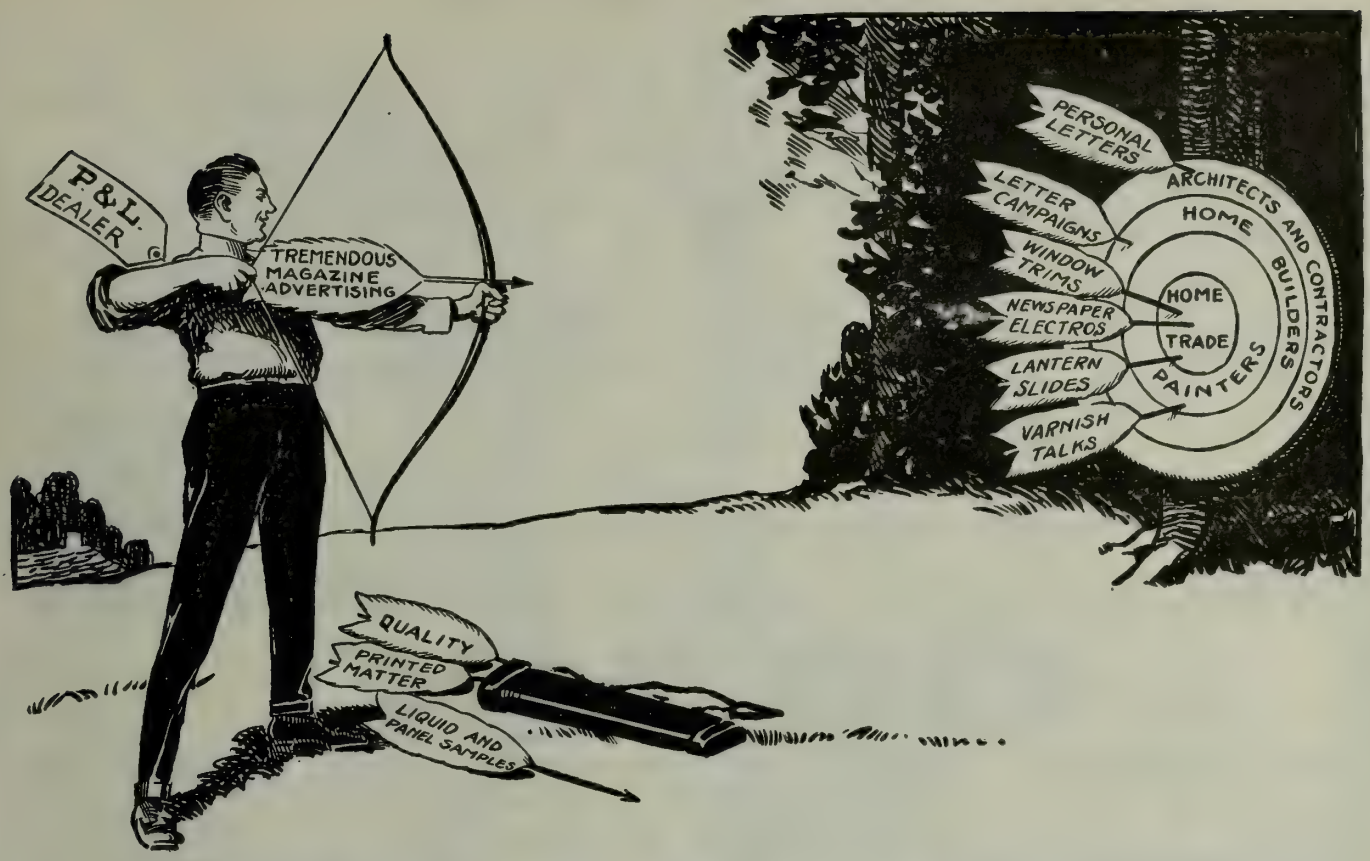
Western Office: Feilman & Jardine 222 Portage Ave., Winnipeg



Get this Varnish Selling Ammunition

BE this Pratt & Lambert Dealer, supplied with ammunition to hit every mark on the varnish selling target.

From his shelves, varnishes of real quality — the best known varnishes, are steadily being moved, to his fine profit, due to the tremendous demand created by Pratt & Lambert largest and most effective magazine, varnish advertising campaign — Pratt & Lambert advertising to nearly one hundred thousand painters, through the Pratt & Lambert Painters' Magazine, *Varnish Talks* — Pratt & Lambert advertising to *everyone* who is building, by means of letters and booklets. All this selling power is hitched to his store by means of forceful store and window display features, printed matter, lantern slides and newspaper electros.

You're not getting this kind of varnish selling co-operation unless you're a Pratt & Lambert Dealer. Why not be one?

Write For Complete Pratt & Lambert Dealers' Proposition Now.

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Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

A Guarantee Won't Make a Poor Plier Good, or a Good Plier Better

TRADE U TI CA REG. U. S. MARK PAT. OFFICE

—It's Quality That Makes the Guarantee and Keeps Trade

TRADE U TI CA REG. U. S. MARK PAT. OFFICE

When You Sell a Man a UTICA PLIER

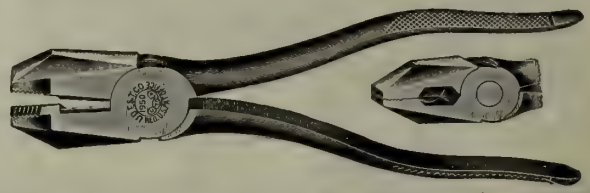
you can look him in the eye and says "Yes" when he asks you if it is good.

Utica Pliers are as good as U. S. Money, inasmuch as they are worth face value. Utica Nippers and Pliers are guaranteed to be satisfactory in profit as well as quality.

THE UTICA GUARANTEE

We will cheerfully replace any Utica Nipper or Plier that proves defective or unsatisfactory for any reason, and, as the saying goes, "That's Some Guarantee." No strings to that.

May we send a Catalog and Prices?



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STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

MAXWELL'S FAVOURITE CHURN

has been known and used for nearly twenty years and has given such thorough satisfaction that more "Favourites" are sold annually in Canada, than all other makes combined.

Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive and the lightness and strength of the angle iron frame, made in either single or Bow lever.

You are at a disadvantage if you do not sell Maxwell's Favourite.

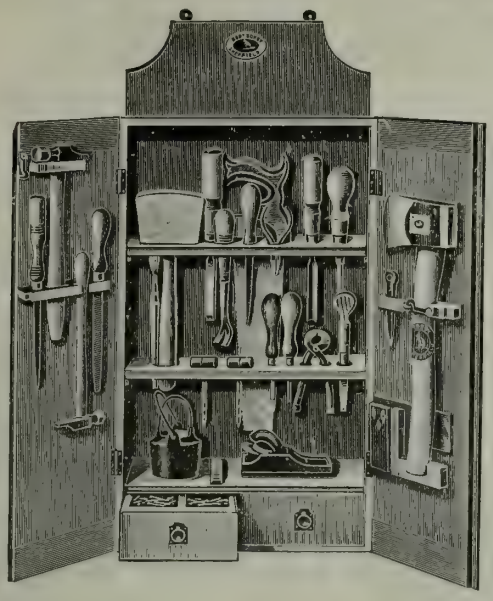
DAVID MAXWELL & SONS, St. Mary's, Ont.

Stanley Tools

With every assortment of "JERSEY" VISES, a stand similar to the one shown in the illustration is furnished. They make a very attractive appearance and display the Vises in such a manner as to result in increased sales.

Send for special Vise circular which contains complete description of all styles made

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



Tool Racks and Cabinets selling in increasing quantities every year. Just the set required in every household. Polished pine case, containing a good assortment of Kangaroo brand tools.

Robert Sorby & Sons Ltd.

Agents: Geo. H. Saywell Co., Winnipeg

BUTLER'S FAMOUS SHEFFIELD CUTLERY & PLATE

TRADE MARKS GRANTED — "BUTLER" A.D. 1768 — ART A.D. 1881 Special Mention

George Butler & Co. Ltd. SHEFFIELD, ENGLAND and 62 HOLBORN VIADUCT, LONDON, E.C.

HERE'S A GO

SOMETHING TO SELL THAT SELLS ITSELF

THE WALDEN SAFETY PISTOL

A Real Pistol Firing Cartridges, BUT Absolutely Harmless

Invaluable for starting races, stage performances, frightening thieves, etc. Every traveller ought to carry one, and every home possess one. Thousands sold in Great Britain and all parts of the world. New in Canada.

Retail at prices from $1 to half that sum, according to quality and finish. Write in for prices per gross, or send $1 for sample pistol (carr. paid). Hallcross blank cartridges, 500, $1.

The WALDEN PISTOL is an ideal gift for any boy, being harmless. ALL BARK, BUT NO BITE!

We Want Active AGENTS in CANADA

HALL & CROSS Ltd., Chancery Lane, London, Eng.

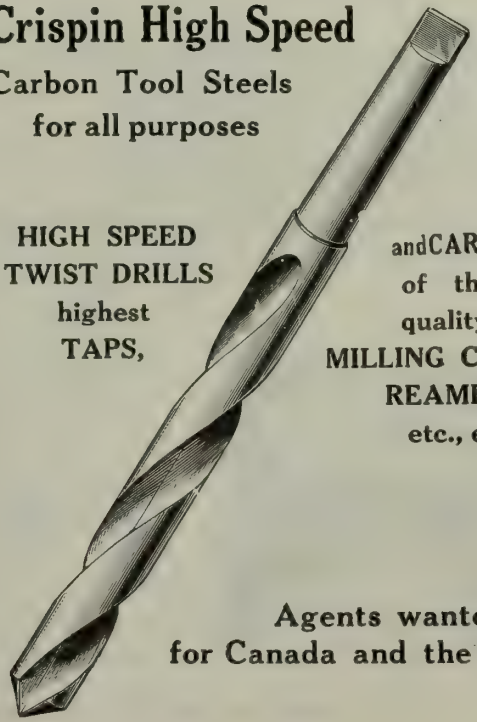
THORNHILL, BEDNAL & CO.

Crispin Works, Sheffield

Crispin High Speed Steel

Carbon Tool Steels for all purposes

MINING STEELS



HIGH SPEED TWIST DRILLS highest TAPS,

and CARBON STEEL of the very quality, also MILLING CUTTERS, REAMERS, etc., etc.

Agents wanted for Canada and the States

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

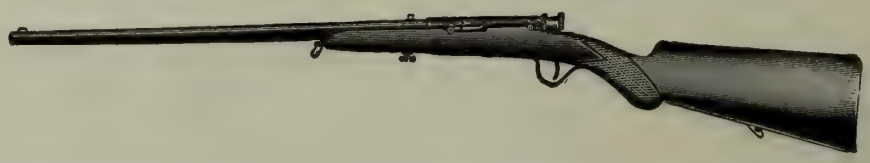
THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

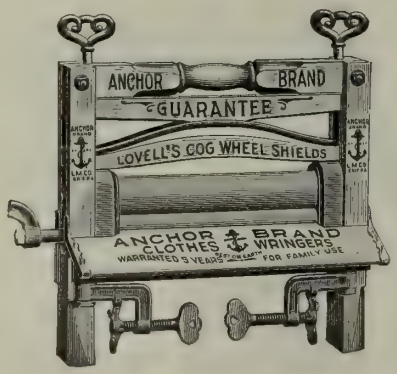
The "Bayard" Auto-Cocking and Ejection Rifle is the Ideal Rifle For Everybody to Use.



It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong shooting high-class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning, the only tool needed is a screw driver.

Write for our free descriptive Booklet.

McGill Cutlery Co. (Reg'd.) - - - P.O. Box 580, Montreal, Canada



No More Rusty Screws

We now electro galvanize our pressure screws, clamp screws, and steel ball bearings. This positively prevents rust from forming on

"ANCHOR BRAND" WRINGERS

Remember that this electro galvanizing is done after the screw threads are cut. Remember that it is a thick, tight, tough coating that adds to appearance. Let us tell you all about "Anchor Brand" Wringers. Write for catalogue No. 7.

Lovell Mfg. Co.

Erie, Pennsylvania

Those Who Know

Cane's Washboards

Always Specify Them

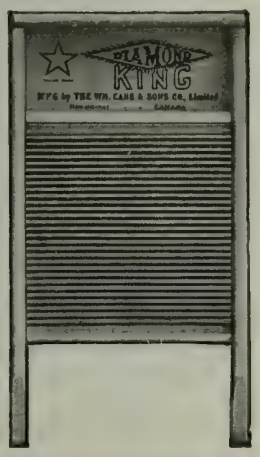
Because They are Right in Price and Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

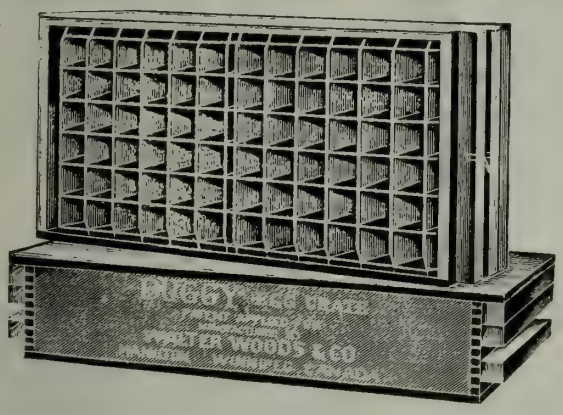
If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.



Handle Our

BUGGY EGG CRATE



It's Just What Farmers Want

This crate is made to stand rough usage and to give long service.

It will pay you to order a few now. They will sell quickly.

WALTER WOODS & CO.

Hamilton and Winnipeg

NEVERSLIP

Red Tip

HORSESHOE CALKS

are made of the best material, and by a system of rigid inspection are followed up step by step in the manufacture so that none but perfect calks go out of the factory. Tempered by electrically controlled pyrometers, the purchaser is assured that each and every calk has exactly the same temper. Tested by a scleroscopic process, each and every calk has the same degree of hardness and the danger of soft calks or brittle ones is thus eliminated.

Under no label are seconds or "throw-outs" put on the market, and the purchaser of Neverslip Red Tip Calks is assured that every box of 50 calks contain 50 good calks; every one alike, perfect in temper, thread, hardness, and exact in size

NEVERSLIP

Red Tip

HORSESHOE CALKS

are known to horse owners everywhere as the best.

The wise dealer will stock up now, to be in position to take care of the demand.

If you have not received new window display, write at once.

The Neverslip Manufacturing Co.

FACTORIES:

New Brunswick, N. J. Montreal, Can.
Canadian Office, 559 Piux IX Ave.

Canada's New Industry
QUALITY
Hack Saw Blades

Increase Your Profit

Send for Catalogue and Prices.

Perfected Point by Point and Cut Everything (Including Expenses)

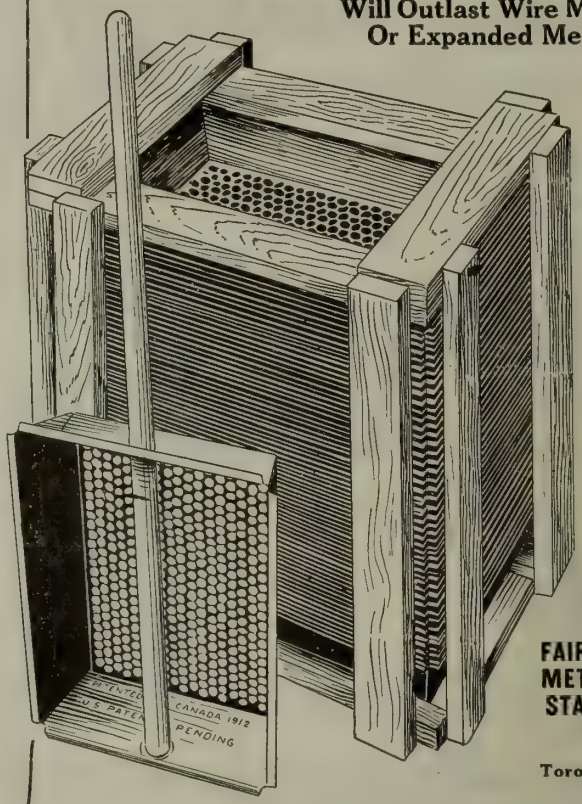
Immediate Shipments

Made in Canada

CANADIAN QUALITY SAW & TOOL WORKS
Factory: 4 St. Antoine St., Montreal, Canada

Fairgrieve's Lightning Ash Sifter

Will Outlast Wire Mesh Or Expanded Metal



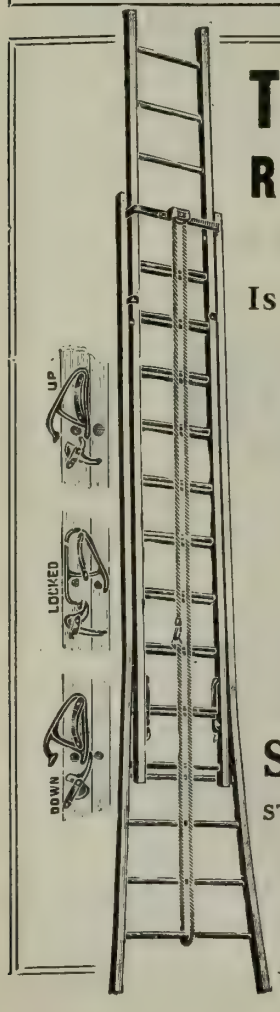
All Metal.

One Piece.

See your Jobber.

Good Profit.

FAIRGRIEVE METAL & STAMPING CO.
Toronto, Ont.



The STRATFORD ROPE EXTENSION LADDER

Is a Good Consistent Seller

Made from strictly high-grade yellow pine and Rock Elm Rounds. They are all bored at the proper angle to conform to the spread of the ladder, removing all strain and danger of springing.

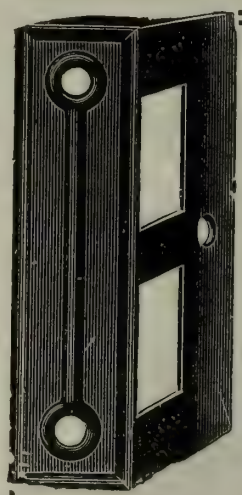
Made in all lengths, from 20-60 ft. All over 44 ft. made in 3 sections.

We make a high-grade line of **Ladders, Bake, Ironing and Sleeve Boards, Clothes Dryers, etc.**

Why not write for catalog?

The Stratford Mfg. Co. Limited
STRATFORD - - - ONTARIO

REPRESENTED BY: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver Maritime Provinces — J. H. Hanson, Tilley Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.



National Steel Rim Locks

ASSURE GREATEST SECURITY and DURABILITY

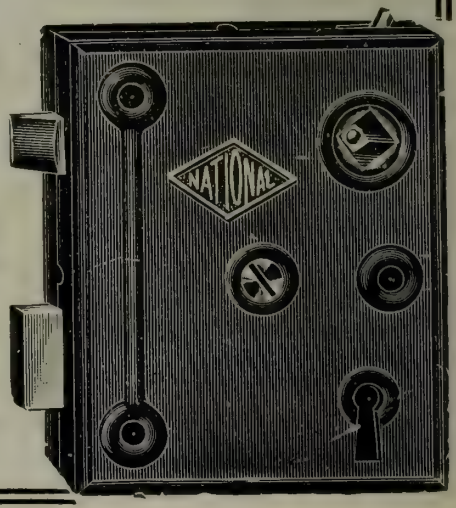
The locking mechanism is very simple and cannot get out of order.

They are very popular with builders who demand the best locks.

Give the "National" Lock a trial and watch your lock trade increase.

Write at once for particulars.

NATIONAL HARDWARE CO., Limited
ORILLIA, ONT.
CANADA



HIGHEST GRADE ENGLISH AND GERMAN CUTLERY

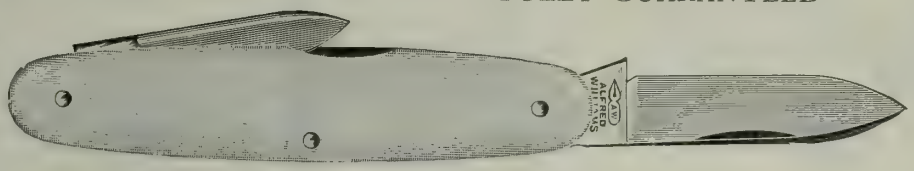
A. Williams Sheffield "Ebro" and "Pen Nib"

N. Kastor and W. H. Morley & Sons "Clover Leaf"

FULLY GUARANTEED

The Quality and Finish of these Brands mean Satisfaction to Everyone.

A big profit comes to you from all sales.



Get them from your Jobber or Wholesale Hardware House

ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
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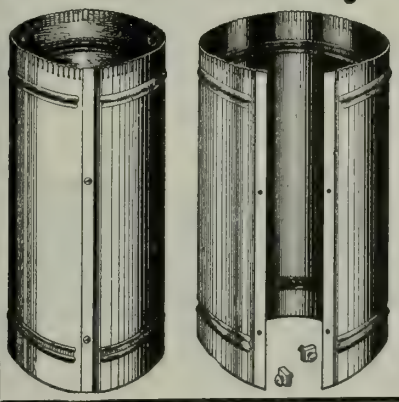
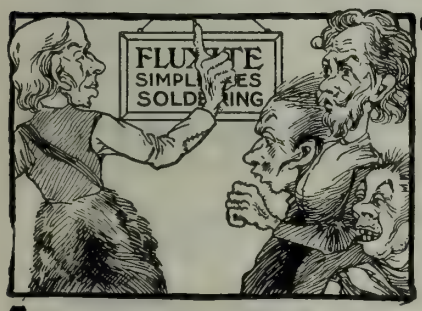
Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

Collins Safety Stove Pipe
(Patent Pending)



Easily put together.
Gas tight and smoke tight.
Best quality on the market.
Shipped 25 in crate.
Write for Free Sample and Prices.

Collins Mfg. Co.
TORONTO



Chorus of Plumbers
Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anvone can use it. Engineers and other mechanics **will** have

FLUXITE

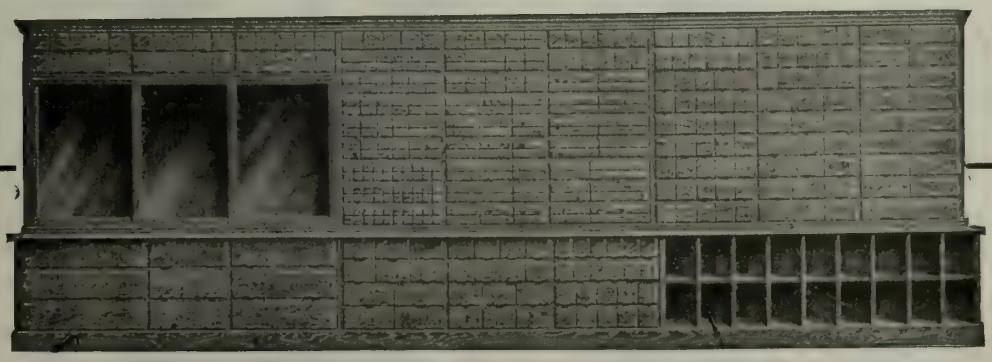
the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.
Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.
Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.
Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

The Langdon Acme Mitre Box

This is the Mitre Box, the accuracy of which we **guarantee** when equipped with saws fitted by us.

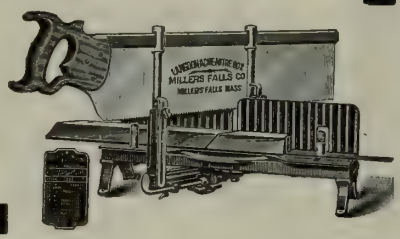
Instantly adjustable to any angle, and made with extra long saw guides that insure steadiness and accuracy. Saw supports have automatic catch for suspending saw and locking lever for securing saw at any required angle.

Made in three sizes for saws ranging from 22 in. to 30 in. This Mitre Box is the product of our long experience in making mitre boxes, and is unexcelled in every quality valued by practical men.

Ask us for details and prices.

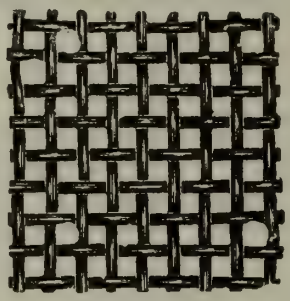
MILLERS FALLS COMPANY

28 Warren Street, NEW YORK



Canada Wire & Iron Goods Co.

HAMILTON, CANADA



Manufacturers of **Double Crimped Wire Cloth and Wire Screening** for all purposes of Iron, Brass, Copper, Bronze, Galvanized and Tinned Wire, etc.

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

We also manufacture:—

Perforated Sheet Metals, Bank and Office Grilles and Ornamental Iron Work in all Finishes.

Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.

Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

REPRESENTATIVES:

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D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse of Alberta Ltd., Calgary, Alta.
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Tools Stamped with the Buck's Head Admitted duty free when used for educational work in Manual Training Schools

A full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools.

The most complete assortment of Carving Tools to be found in the United States.

Send for our Catalogue.

BUCK BROTHERS

Millbury, - - Mass., U.S.A.

Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit

This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

CHAIN

The James McKay Company
PITTSBURGH

Proof Coil Chain

B. B. Coil Chain

B. B. B. Coil Chain

Dredge Chain, etc. etc.

B. & S. H. THOMPSON & CO.
Limited
SALES AGENTS FOR CANADA
MONTREAL TORONTO WINNIPEG

Old Standard. Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACKS

Are Recognized Everywhere
AS THE BEST

When we originated Germantown Lamp Black at our factory at Germantown, Philadelphia, we little realized that it would become the STANDARD of the trade and in order to market their blacks every other manufacturer would have to use that name or make something better. Special Blacks for Paint, Varnish, Rubber Oilcloth, Paper, Fertilizer, etc.
Look for the red seal on every package. Why buy the "Near Brand" when the best is procurable?
ASK YOUR DEALER.

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A
ESTABLISHED 1849

DO you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and order blank.

HARDWARE AND METAL
Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG

JAMES GARTLAND & SON

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Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

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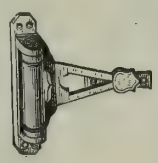
CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

DOUBLE ACTION

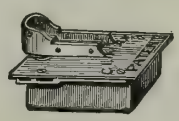
5753 IRON
3 in..... 4/3
4 " 6/-
5 " 8/6

5754 BRASS
3 in..... 6/9
4 " 10/-
5 " 14/-
per pair.



5355 IRON
4 in..... 23/6
5 " 32/-
6 " 40/-

5356 BRASS
4 in..... 40/-
5 " 53/-
6 " 65/-
per dozen.



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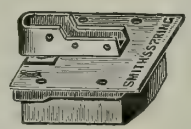
With 2 in. Shoe,
18/- each.



2860
With 2 in Shoe,
26/- each

Manufacturers of every description of
BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold — gives the dealer no trouble.

They are metal—hand fitted valves — air-tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

Write

The

R. McDougall Co., LIMITED

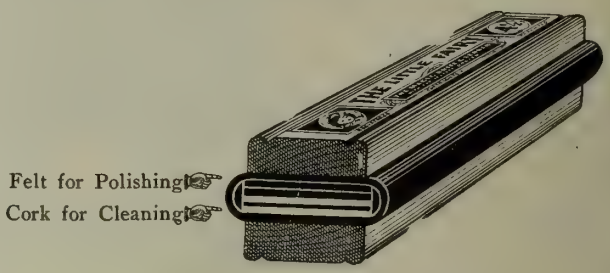
GALT, CANADA

THE KNIFE CLEANER

with the largest demand and sale of any Cleaner ever invented.

Special offer to Canadian buyers:

I will ship, free, Toronto, 2 gross of the Little Fairy Knife-cleaners, **Patented, for 8 dollars per gross, cash** on delivery.



A combination of felt and cork; it will clean, remove stains, sharpen, and will polish knives quicker and with a more brilliant, velvety polish than any machine, board or cleaner.

Samples with pleasure, or 2 dozen mailed on receipt of 1 dollar.

I am the largest manufacturer of Knife Cleaners in England, including The Wizard, The Sun and The Caly.

WILLIAM MACKAY

104 RENFREW STREET, GLASGOW

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout Six-Inch Stroke

This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR BIG FREE CATALOGUE

The Aylmer Pump & Scale Co., Limited

AYLMER, ONTARIO

SELL

STILL'S

Pick, Sledge and Hammer Handles

The Quality Assures Satisfaction and Re-Orders

Made of first class hickory; well seasoned. Shaped and finished by experts.

Why not stock and boost these reliable handles now? They pay a good substantial prof

J. H. STILL MFG. CO., Ltd.

ST. THOMAS, ONT.

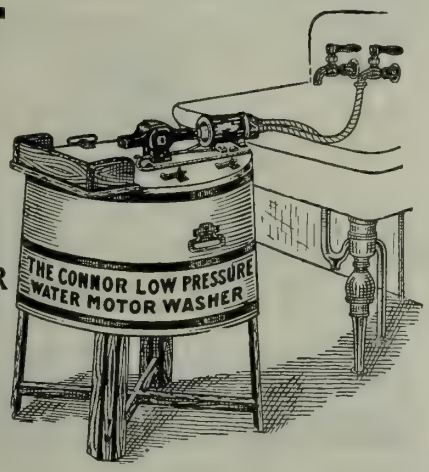
A Dealer's Proposition

of exceptional interest to live hardwaremen is that of the

CONNOR LOW PRESSURE Water Motor Washer

This washer lives up to its name—running efficiently on a pressure as low as 20 lbs. Women all around you are waiting for just such a washer. By getting in on this early you will secure the cream of the trade in your district.

We have a dealer proposition that will "look good" to you. Write for details.



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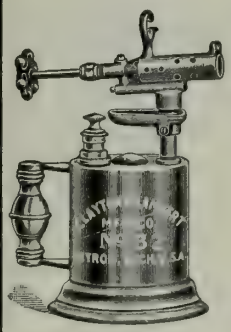
Limited

OTTAWA, ONT.

YEARS OF EXPERIENCE



No. 32 Torch
Price each $5.20 Net.

With expert skill and an accurate knowledge of the user's requirements, enable us to make the best fire pots, torches and braziers on the market. Our burners are made of special generator metal, producing more heat with less fuel than other makes. All tanks are made of the best materials, reinforced, and with ordinary care will last for years.

All leading jobbers will supply at factory price. Send for Catalog—it's free.

CLAYTON & LAMBERT MFG. CO.

DETROIT, MICH., U.S.A.

After Summer Holidays Silver is especially cleaned. Put on the counter the Display Box, NOW. It will sell

Wonder-Shine

Cleans without Rubbing.

SILVER, GOLD, PLATED WARE and CUT GLASS

ABSOLUTELY GUARANTEED

25c. size (1 and 3 doz. cases) $2.00 doz.
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(In counter display boxes)

All wholesales or direct to

STUART & FOSTER, Limited

Established 1882

KING AND BERKELEY STS., TORONTO

(Now owning and operating Wonder-Shine Limited)

Order To-Day. Sale Time **NOW**

THE KNOLL

Double-Action Washing Machine

There are more than one hundred thousand in use. Not one has ever been returned as not giving satisfaction.

The Knoll is easy to operate. It does its work faster and better than any other make, and in one operation.

There is positively no wear and tear on the finest fabrics.

A Washer of Merit That Will Increase Your Sales

We offer very liberal terms to good agents. Write us now for proposition.

The Schultz Bros. Co., Limited

Brantford, Ont.

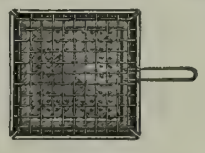
Wire and Sheet Metal Goods

That Pay Good Profits

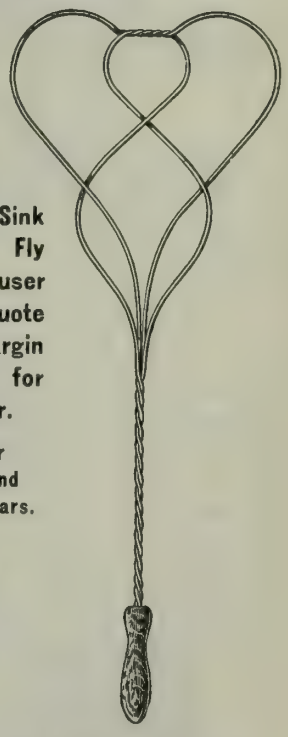
A Splendid Quality For Your Notion Counter

We manufacture

Potato Mashers, Electric Egg Beaters, Toasters, Flue Stops, Sink Strainers, Carpet Beaters, Fly Killers, Vegetable Sifters, Trouser Hangers, etc., on which we quote prices that have a splendid margin for profit for the dealer.



Write for Catalog and full particulars.



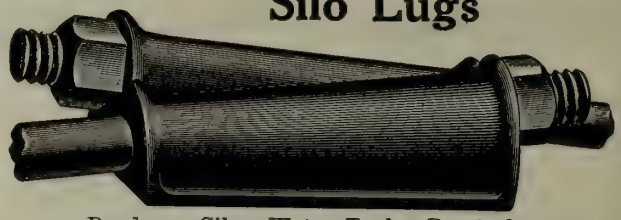
Andrews Wire Works of Canada, Ltd.

Watford, Ont. - - Rockford, Ill.

CLABROUGH GUNS

Are Selling Well In Canada.
Made in Birmingham, England by
J. P. CLABROUGH & JOHNSTONE.
WHOLESALE CANADIAN AGENTS:
STACEY CUTLERY CO., Ltd.
ST. THOMAS, Ont.
List on application, or Representative will call.

Silo Lugs



Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

Otterville Mfg. Co'y., Limited
OTTERVILLE, ONTARIO

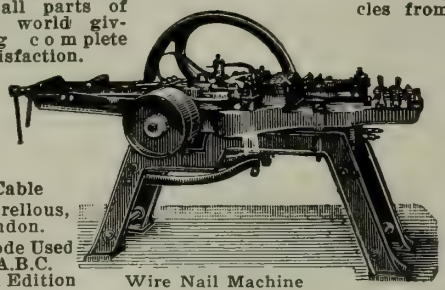
ED. BRAND Machinery for

Specialist in the Wire Trade for 15 years
96, Victoria Street, Westminster
S.W. London, Eng.
(Late of Manchester.)

Plants working in all parts of the world giving complete satisfaction.

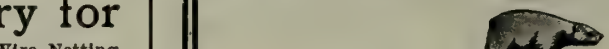
Wire Drawing — Wire Netting
Wire Cutting — Wire Weaving
Wire Testing
AUTOMATIC MACHINES
For making all kinds of articles from wire, such as:

Barb Wire, Bolts, Coach Screws, Cotter Pins, Cut Nails and Tacks, Electric Welded Chains, Furniture Springs, Hinges, Hooks, Locks, Nails, Rivets, Screws, Staples, Wire Nails, Etc., Etc.



Wire Nail Machine

Cable
Wyrellous, London.
Code Used
A.B.C.
5th Edition



It costs money to right a wrong.
WHY NOT USE
ARCTIC METAL
in your bearings and have no wrong to right.
Tallman's reputation is in the goods.

Tallman Brass & Metal Co.
HAMILTON, ONT.

All kinds of
WOOD Planes

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

Smith Hardware Co., Ltd., Agents, Montreal, Canada.

Samuels Dustless Ash Sifter

is the sifter your customers are demanding, and it will pay you to satisfy them in this respect.

They want it because it minimizes labor, permits no waste and is positively dustless.

A turn of the handle and ashes sift into barrel. Unburned coal drops into scuttle

Samuels' Dustless Ash Sifter cuts coal bills in two and lasts a life time.

For Sale by
Rice Lewis & Son, H. S. Howland & Sons, Kennedy Hardware Co., Toronto; Starke, Seybold, Limited, Montreal.

Particulars on Request.

Manufactured only by
J. SAMUELS TORONTO, ONT.

The Daisy Ash Sifter

Assures Quick Sales

No dust when sifting, very easy to handle, and made from the very best material

The cheapest ash sifter on the market. **Sold by all leading jobbers. Price $7.80 a dozen.**

Manufactured by
SOREN BROS.
Toronto, Canada

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

The "THERMO" Poultry Fountain

PATENTS PENDING

In the "Thermo" are embodied the principles of the "dead air space" and the double walls. These worked out into a practical idea, make the Thermo Fountain.

After trying out several styles of fountain construction we are free to say: That the "Thermo" meets the demand for a non-freezing fountain.

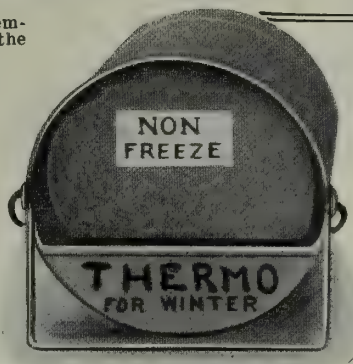
Stock it now. Every poultry raiser should have one.

Sample by post $2.00

Manufactured by

WILL. H. COTTON

SALEM, NEW YORK



BEAR BRAND LAMP BLACKS

The Bear Brand is the only Germantown Lampblack

We are the Largest Producers and Shippers in the United States.

This Black is used by all consumers who are able to discriminate between a real lamp black and a substitute.

Wilckes Martin Wilckes Co., New York, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

Corporate Mark

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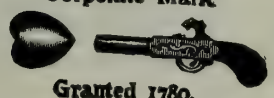


GENUINE ARTICLE

Granted 1780.

Jonathan Crookes & Son

Sheffield, England

PEN, POCKET & SPORTING KNIVES, RAZORS, &c.

For Sale by Leading Wholesale Houses

SILO RODS

COUPLINGS, DOWEL PINS, CONSTRUCTION BOLTS, and DRIFT SPIKES

Prompt Shipments

LONDON, CANADA

Natural Gas Goods

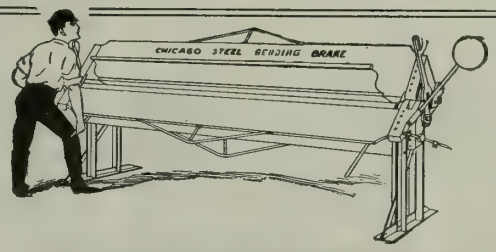
of every description

at

T. F. BERMINGHAM'S

20 John Street South

HAMILTON, ONT.



CHICAGO STEEL BENDING BRAKES

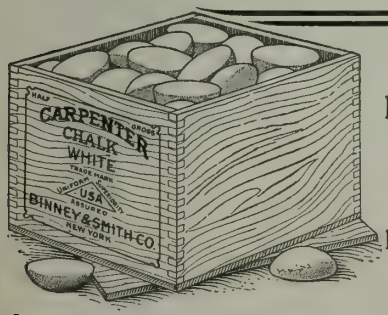
(Made in 200 sizes)

This Brake is the result of years of experience and a thorough knowledge of the requirements of Sheet Metal Workers.

Any information concerning the work turned out by these machines, their adaptability, etc., will gladly be given on request. **Work quickly and easily.**

THE STEEL BENDING BRAKE WORKS, LTD.

CHATHAM, ONT.



CRAYONS FOR EVERY USE

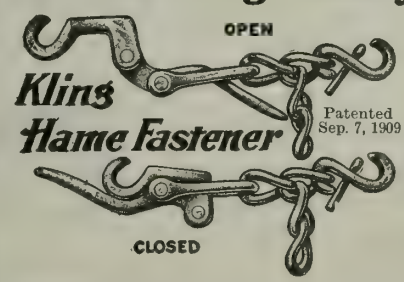
Mill Crayon,
School Chalk,
Lumber Crayon,
Railroad Crayon,
Carpenters' Chalk,
Wax Crayon.

WRITE FOR OUR PRICES WHICH WILL MEET ANY COMPETITION

BINNEY & SMITH CO.

81-83 Fulton Street NEW YORK

No Getting Away From It!



The King Home Fastener holds customers as well as horses. Anyone can attach it in a minute. Keeps the collar uniformly tight at all times. No matter how he lunges, the horse can't open it or break it. We refund the money for any that may be returned to our dealers. Costs you $2.25 a dozen from any jobber.

Look for "Kling" on the lever. Circular on request.

The National Safety Snap Co., inc., Dept. 33, Wilmington, O., U.S.A.

Sole manufacturers of the Klingsnap and Kling Hame Fastener

D. C. Ross & Co., 50 Colborne Street, Toronto, Ont.

Canadian Distributing Agents.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

COAT HOOKS.

Ask your dealer for
GOLD COIN WIRE HAT and COAT HOOKS
Made only by
JAMES & REID, Perth, Ont.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

BABBITT METAL.

SPOONER'S NO HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
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HARDWARES ALL SELL IT.

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Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

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Good Quality at the Right Price.
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We have a number of second-hand tents in stock which you could handle at a nice profit.
List sent on application.
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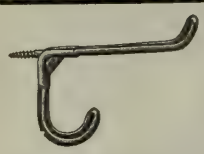

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We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.
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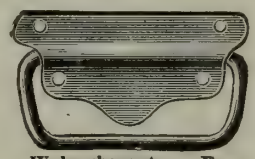

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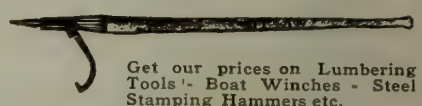

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KNIFE POLISH
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Quality SLEDS
That Pay A Good Profit
Before stocking up for the winter drop us a card for descriptive catalogue and full particulars on our line.
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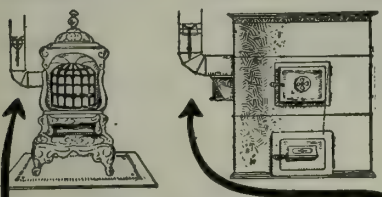
AUTOMATICALLY TAKES CARE OF YOUR FIRE



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or money refunded after 60 days trial. Pays for itself in a month. Write for free booklet.

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are unequalled for cutting and wearing qualities.

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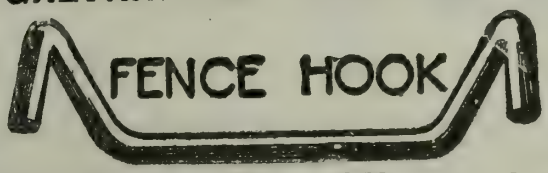
For Fastening Wooden Pickets on Wire Fences



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The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

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NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
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BAR IRON

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The consignments you receive from time to time are the same through and through.

Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

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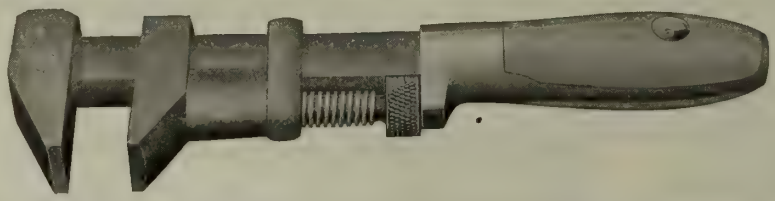
The Nut Must "Give" In The Bite Of A "W & B" Machinists' Knife Handle Wrench



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The jaws stand up to the requirements of hard usage. The openings have greater capacity than other makes. The head and bar are drop forged in one piece. The grip is easy and does not tire out the user. "W & B" Machinists' Warranted Knife Handle Wrenches have no weak points.

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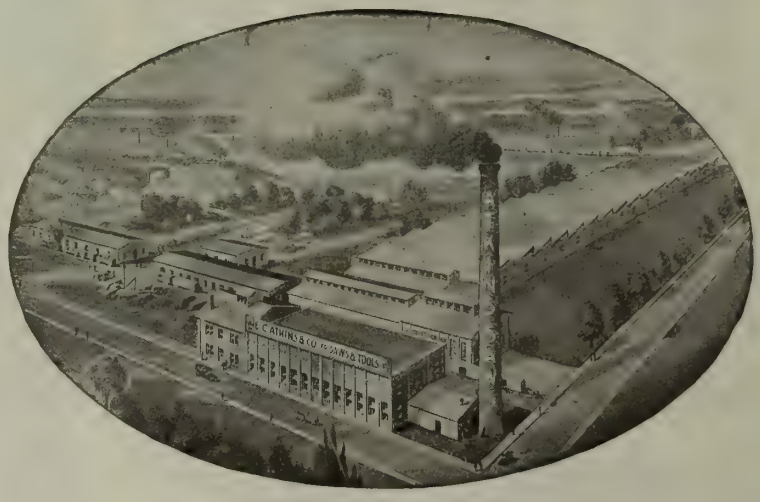

Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont. **Branch: Vancouver, B.C.**

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Anywhere.

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I want a start—just a common garden variety start, on the first rung of the ladder. I want to learn your business from A to Z.

I am twenty-two years, young, possessed of a fair education, and willing to work—underline the work. My earlier years were spent in heavy lifting, at which I was not a failure. My later years in executive work, of which my references give the details. Without boasting, let me say I can work and can make others work for me.

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HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infiite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business, Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

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success in securing this will depend on your canvassing diligently and then giving prompt service.

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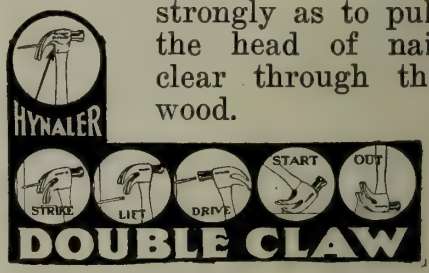
Best single claw hammer ever made. Holds the nail for high, low or far across driving. Grips plain part of nail so strongly as to pull the head of nail clear through the wood.



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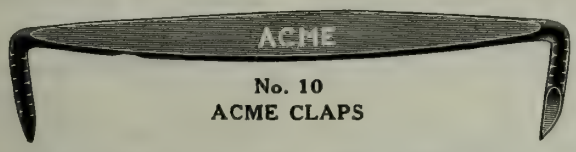

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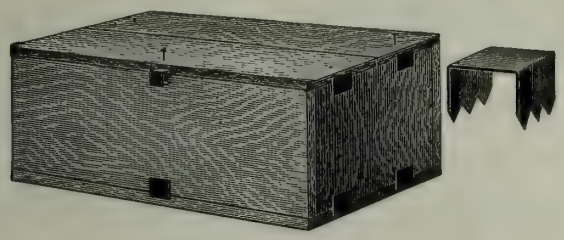

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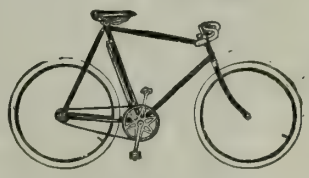

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Books.
Technical Book Dept., MacLean Pub. Co., Toronto.

Box Strapping.
J. E. Beauchamp & Co., Montreal.

Braces
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Cleveland.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg
Kinsinger Bruce & Co., Niagara Falls.
Tallman Brass & Metal Co., Hamilton.

Brass, Sheets, Tubes and Rods.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.

Bread Racks.
Brantford Oven & Rack Co., Brantford.

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
G. F. Stephens & Co., Winnipeg.

Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Cowan & Britton, Limited, Gananoque.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros, Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Rule & Level Co., N. Britain.

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
Cowan & Britton, Ltd., Gananoque, Ont.
P & F. Corbin, New Britain, C.
Hamilton Stove & Heater Co., Hamilton.
H. S. Howland, Sons & Co., Toronto.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
Watrous Mfg. Co., Des Moines, I.

Burlap.
Dominion Oilcloth Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Burrs.
P. L. Robertson Co., Milton.

Butts.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain C.
Cowan & Britton, Ltd., Gananoque, Ont.
The Stanley Works, New Britain, Conn.

Butts and Hinges.
Cowan & Britton, Ltd., Gananoque, Ont.
Jas. Smart Mfg. Co., Brockville.
The Stanley Works, New Britain, Conn.

Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel.
Gipe-Hazard Store Service Co., Toronto.

Carpet Sweepers.
Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Eley Bros., N. Transcona, Man.

Cash Registers.
National Cash Register Co., Toronto.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.

Cement.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Canada Cement Co., Montreal, P.Q.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.

Chain, Trace, Logging, Halter, Dog Leads, Agricultural.
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
Peck, Stow & Wilcox Co., Cleveland.

Chemicals
International Color & Chemical Co., Bridgeburg.

Chemical Closets
Parker, Whyte, Ltd., Winnipeg.

Chisels.
Buck Bros., Millbury, Mass.
Goodell-Pratt Co., Greenfield.
Peck Stow & Wilcox, Cleveland.
Stanley Rule & Level Co., New Britain.

Churns.
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont.

Clippers, all Kinds.
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.

Clocks.
The Western Clock Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer-Dowswell Ltd. Hamilton, Ont
Hamilton Cotton Co., Hamilton.

Closets
Parker, Whyte, Ltd., Winnipeg.

Clothes Wringers.
Cummer-Dowswell Ltd., Hamilton, Ont
J. H. Connor & Son, Ottawa.
David Maxwell & Sons, St. Mary's.
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.

Colors
A. Ramsay & Son Co., Montreal.

Cold Rolled Strip Steel.
The Morris & Bailey Steel Co., Pittsburg, Pa.

Colors
International Color & Chemical Co., Bridgeburg.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
Consumers Cordage Co., Ltd.

Cow Ties.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls

Cream Separators.
Simonds Hardware Co., St. Louis.

Cuspidors.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Cutlery, Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal
Crooks, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greeff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Simmons Hdw. Co., St. Louis, Mo.
Smith Hdw. Co., Montreal.

Disinfectant.
Soclean, Limited, Toronto.

Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.

Door Checks.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

Door Hangers.
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co. London, Ont.

Drawer Pulls.
P. & F. Corbin, New Britain, C.

Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Dry Batteries.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Dry Colors.
G. F. Stephens & Co., Winnipeg.

Dustless Dusters.
Tarbox Bros., Toronto.

Eavestroughs.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Emery or Corundum Wheels.
The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor
Jas. Morrison Brass Mfg. Co., Toronto.

Electric Irons
Chicago Flexible Shaft Co., Chicago.

Emery Cloth.
Jno. Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

Emery Wheels.
Jno. Oakey & Sons, Ltd., London, Eng.

Enamels.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.

Enameled Ware.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.

Escutcheon Pins.
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Expansion Bolts.
Star Expansion Bolt Co., New York.

Fasteners, Storm Sash & Screen.
Cowan & Britton, Limited, Gananoque.

Fencing, Woven Wire.
The Steel Co. of Canada, Ltd., Hamilton.

Fillers
A. Ramsay & Son Co., Montreal.

Figured Rolled Glass
A. Ramsay & Son Co., Montreal.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.

Fire Escapes.
Dennis Wire & Iron Co., London.

Fire Door Fixtures.
Richard Wilcox Can. Co., London, Ont.

Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper.
Jno. Oakey & Sons, Ltd., London, Eng.

Food Choppers.
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.

Forgings.
Steel Co. of Canada, Ltd., Hamilton.

Furnaces, see Stoves.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.

Galvanized Iron.
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Galvanized Sheets.
Deforest Sheet & Tinplate Co., Niles, O.

Galvanized Ware
H. S. Howland Sons & Co., Toronto.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Garden Tools.
Simmons Hdw. Co., St. Louis, Mo.

Gas Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Glass.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F. Stephens & Co., Winnipeg.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental.
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass, Sheet and Figured
A. Ramsay & Son Co., Montreal.

Glass Paper.
A. Ramsay & Son Co., Montreal.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired.
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds.
Pelton, Godfrey S.
Arthur Rudd & Co., St. Helen's.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.

Gouges.
Buck Bros., Milbury, Mass.

Grindstones.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London, Ont.

Guns.
Harrington & Richardson Arms Co., Worchester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.

Hammers.
Double Claw Hammer Co., New York.
Jas. Smart Mfg. Co., Brockville.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles.
Still, J. H., Mfg. Co., St. Thomas.
The Stanley Works, New Britain, Conn.

Hangers, Storm Sash and Screen.
Cowan & Britton, Limited, Gananoque.
Watrous Mfg. Co., Des Moines, I.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Harvest Tools.
H. S. Howland Sons & Co., Toronto.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hinges.
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Limited, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.
Still, J. H. Mfg. Co., St. Thomas.

Hooks.
P. & F. Corbin, New Britain, Conn.
Cowan & Britton, Limited, Gananoque.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg
Steel Co. of Canada, Ltd., Hamilton.

Hoop Iron.
The Steel Co. of Canada, Ltd., Hamilton.

Hoops, Steel and Wire.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails.
Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha & Rubber Mfg. Co., Toronto.

Household Cleaners.
Soclean, Limited, Toronto.

Ice Cream Freezers.
McClary's, London.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Simmons Hardware Co., St. Louis.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia.

Iron and Steel Bars.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Jack Screws.
Jas. Smart Mfg. Co., Brockville.

Japans
A. Ramsay & Son Co., Montreal.

Knife Polish.
Jno. Oakey & Sons, Ltd., London, Eng.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Latches
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Linseed Oils
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
Can. Buffalo Sled Co., Preston.
F E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Locks.
Hamilton Stove & Heater Co., Hamilton.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Archibald Kenrick & Sons, Winnipeg.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Manufacturers' Agents.
H. E. Johnson, Toronto.
McIntosh, H. F., & Co., Toronto.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Saskatchewan Glass & Supply Co., Moose Jaw.

Mats & Mattings—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Deforest Sheet & Tinplate Co., Niles, O
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks.
Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Cowan & Britton, Limited, Gananoque.
Smith Hardware Co., Montreal.

Nails.
Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

Nails, Wire.
Cowan & Britton, Limited, Gananoque.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
International Color & Chemical Co., Bridgeburg.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Brideburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin Johnson Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardsin, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Plane Irons.
Buck Bros., Milbury, Mass.

Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.

Pocket Knives,
Simonds Hardware Co., St. Louis.

Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.

Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.

Pumps.
Dominion Well Supply Co., Cargill.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

Radiators.
Hamilton Stove & Heater Co., Hamilton.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
Simmons Hdw. Co., St. Louis, Mo.

Razors.
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Red Lead Paste
International Color & Chemical Co., Bridgeburg.

Refrigerators.
McClary's, London.

Registers, Cash, Credit.
Dominion Register Co., Toronto.

Registers.
Hamilton Stove & Heater Co., Hamilton.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney, N.S.

Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing.
Canadian Supply & Con. Co., Toronto.
General Roofing Co., Winnipeg, Man.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
General Roofing Co., Winnipeg, Man.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.

Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

Sanitary Chemical Closets
Parker, Whyte, Ltd., Winnipeg.

Saws.
Atkins, E. C., & Co., Hamilton.
Can. Quality Saw & Tool Works, Montreal.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales.
Aylmer Pump & Scale Co., Aylmer.

School Desks.
Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.

Screw Driver Bits.
Buck Bros., Milbury, Mass.

Screws, Nuts, Bolts.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Hamilton.

Scythe Stones.
The Carborundum Co., Niagara Falls New York.

Shears, Scissors.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.
Peck-Hamre Mfg. Co., Berlin, Wis.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Snow Shovels
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Niles, Ohio.

THE DEFOREST SHEET & TINPLATE CO. NILES, OHIO.

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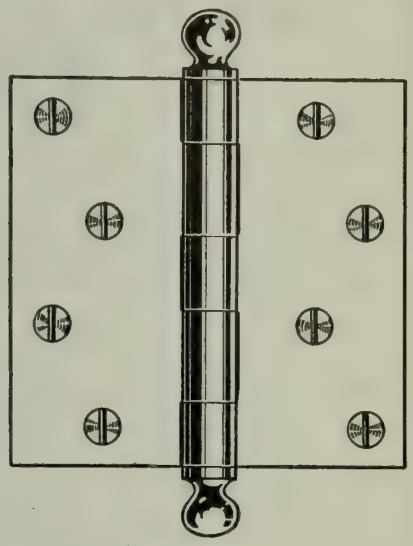

The Stanley No. 241 Butt, is a Wrought Steel, Loose Pin Butt with a Planished Surface and a Plated Finish. It sells for a little higher price, because it is worth more money. And it is worth more money, because it is better made in every respect. Let your own good judgment decide — that's enough. **We can make prompt delivery in any quantity of all Stanley Products.**

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Henderson & Richardson, Montreal.

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Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
International Varnish Co., Toronto.
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Berry Bros., Walkerville.
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G. F. Stephens & Co., Winnipeg.
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Steel, Cold Rolled Strip.
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MacLean Publishing Co., Toronto.

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A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

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The Goodell-Pratt Co. Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
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Peck, Stow & Wilcox Co., Cleveland.
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Brown-Boggs Co., Hamilton.

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Richards-Wilcox Mfg. Co. London, Ont

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Dougall Varnis Co., Montreal.
Glidden Varnish Co., Toronto.
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Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

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Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

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Can. Buffalo Sled Co., Preston.

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B. Greening Wire Co., Ltd., Hamilton

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Wire Door Guards.
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Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
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Steel Co. of Canada, Ltd., Hamilton.

Wire.
P. L. Robertson Co., Milton.

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Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Andrew Wire Works, Watford, Ont.

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B. Greening Wire Co., Ltd., Hamilton
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Do You Know Where Is

KHAIRATABAD?

It is from this place, which is in India in the Province of Hyderabad, Deccan, that RAIS JUNG writes to Messrs. Lyon & Lyon, Calcutta, as follows: "The 280 (Ross) proved most successful. A large bull bison made his appearance on a hill at about 150 yards. My first shot was rather a difficult one and only wounded the bull very slightly. The next hit him behind the shoulder and knocked him completely off his legs, and the third shot, in the neck, killed him. The bullet I used was the 140 gr. copper pointed.

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"This speaks very well for the flat trajectory of the rifle. Had I not had the Ross Rifle I should certainly have lost the bison as it was getting very late and it would have been too dark to follow him for any distance."

Messrs. Lyon & Lyon, Calcutta, are very prominent sporting goods dealers and sell a large number of Ross 280 High Velocity and much of our special ammunition with copper tube bullet, patented. Sportsmen in India accepted this "Ross" combination, as the best for big game, when in Canada it was as yet scarcely used. No dealer who wants to sell the best can afford to be without "Ross" Rifles.

Discounts on Application.

Ross Rifle Company, - Quebec

THIS SHOWS

BURMAN'S No. 17 CLIPPER

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

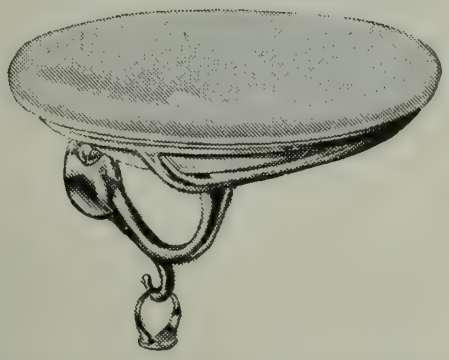
Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? SOLD BY ALL JOBBERS.

SOLE AGENTS FOR CANADA

B. and S. H. Thompson & Co., Limited, Montreal

Bathroom Fixtures



A Classy Soap Dish with Opal Slab and Ring Hook. We would furnish the ring, too; but really can't afford to, at the price.

TRY US WITH A RUSH ORDER. We will make good.

Kinzinger, Bruce & Co., Ltd.

Niagara Falls, Canada

A Good Year-round Seller!!

is within your reach. Seize this opportunity to stock

The "Tweed" Sanitary Chemical Closet

It will bring you surprising results

Bottom and top stamped out of 20 gauge Galvanized Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points, or an expert salesman and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

Steel Trough & Machine Co., Ltd

TWEED - : ONTARIO

Stocked in West by

The J. H. Ashdown Co., Limited, Winnipeg, Saskatoon and Calgary

Gordon & Son, Eburne, B.C.

THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

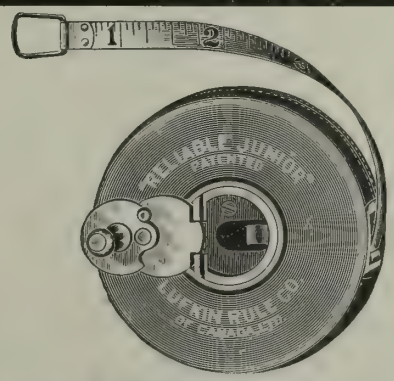
LUFKIN

Measuring Tapes and Rules

RECOGNIZED LEADERS OF THE FIELD

That's why practically every hardware house handles them.

THE DEMAND IS ALWAYS THE MEASURE OF AN ARTICLE'S POPULARITY.



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

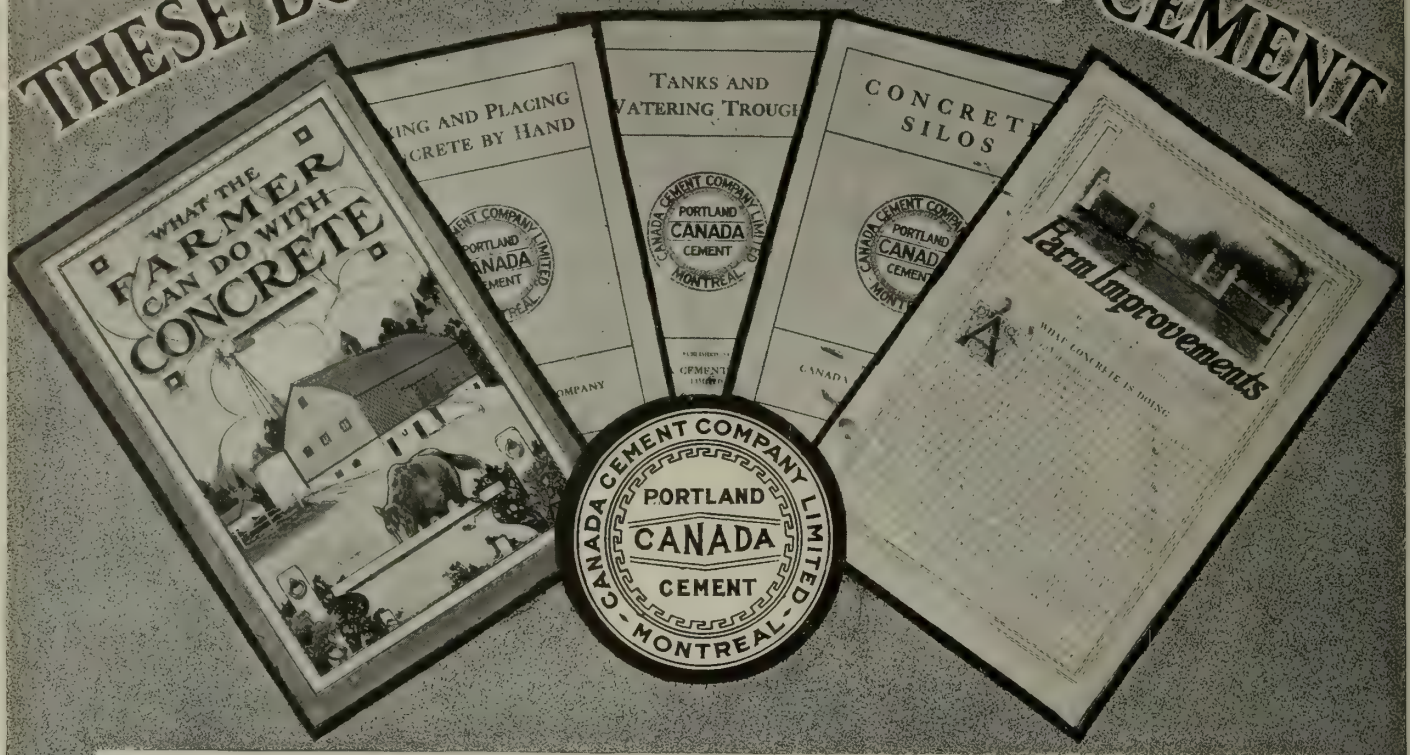
LUFKIN

Measuring Tapes and Rules

HAVE BEEN ON THE MARKET FOR YEARS AND SELL READILY BECAUSE THEY ARE WELL MADE TO SERVE A PURPOSE AND SERVE THAT PURPOSE WELL.

NOT MADE MERELY TO SELL.

THESE BOOKS HELP YOU SELL CEMENT



Canada Cement Brings Trade

The dealer who carries Canada Cement soon discovers that his sales of other goods is constantly increasing.

The men who use concrete are the most progressive in the community. They constitute a class of trade that is most desirable, because of their great amount of purchases of all classes of goods.

We reach this ever increasing class by our extensive advertising, which covers nearly every publication in Canada, including daily and weekly newspapers, farm and technical journals. We regularly supplement this advertising with a magazine and other educational literature.

This Advertising Campaign has resulted in a greatly increasing demand for Canada Cement.

You should make an effort to secure "your share" of this increased business.

Our Information Bureau will gladly answer questions and give advice about concrete to any of your customers.

Canada Cement Company Limited

MONTREAL

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV. Publication Office: Toronto, Canada No. 39

September 27, 1913

MINERVA

WILL MULTIPLY YOUR SALES

PAINT QUALITY
FULL
IMPERIAL MEASURE
AND
SELLING CO-OPERATION

in direct support of Minerva agencies produce increased volume of business, which means increased profit.

Many progressive dealers in Canada know to their advantage the merits of the Minerva Agency.

WHY NOT YOU?

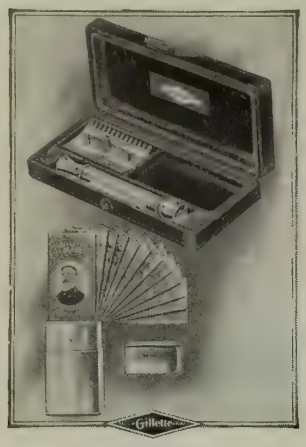
PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

Minerva House

Toronto Winnipeg London, Eng.

Established 1834

Full Imperial Measure in Every Can



No. 505—Pocket Edition, Leather Case—Sells at $5.00.

No. 503—Pocket Edition, Metal Case—Sells at $5.00.

No. 461—Combination Set, Leather Case—Sells at $6.50.

This Corking Gillette Assortment will put life in your Christmas Trade

Half-hearted measures don't do justice to the opportunity for Christmas Business which the Gillette Safety Razor offers. Take it up in real earnest—show a range of Gillettes which will make a stir and afford your customers a good selection.

Here is an assortment that is just about right for a store of moderate size:

1—No. 505—Pocket Edition, Black Cowhide Case, Triple Silver Plated Razor. To sell at $5.00
1—No. 503—Pocket Edition, Metal Case, Triple Silver Plated Razor. To sell at 5.00
1—No. 461—Combination Set (Triple Silver Plated Razor, 12 Blades, Badger Hair Shaving Brush and Stick Gillette Shaving Soap) in Morocco Grain Leather Case. To sell at 6.50
1—No. 00—Combination Set (Triple Silver Plated Razor, 12 Blades, Badger Hair Shaving Brush and Stick Gillette Shaving Soap) in Seal Grain Leather Case. To sell at 7.50
1—No. 460—Standard Set, Seal Grain Leather Case, Triple Silver Plated Razor. To sell at 5.00
1—No. 460B—Standard Set, Nickel Plated Metal Case, Triple Silver Plated Razor. To sell at 5.00
1—Carton containing 10 Sets of 12 Blades, to sell, per set, at 1.00
Or 1 Carton containing 20 Sets of 6 Blades, to sell, per set, at..... .50

Don't wait till the selling season is in full swing—order your Christmas Assortment now and be ready to get ALL the business. With each assortment we will ship a supply of Sales Helps, including our new Presco Sign, Coin Mats, Colored Signs and Mailing Folders.

No. 00—Combination Set, Leather Case—Sells at $7.50.

No. 460—Standard Set, Leather Case—Sells at $5.00.

GILLETTE SAFETY RAZOR CO., OF CANADA, Limited

OFFICE and FACTORY—THE NEW GILLETTE BUILDING, MONTREAL

Set of 12 Blades in Nickel-Plated Box—Sells at $1.00.

Set of 6 Blades in Cardboard Box—Sells at 50c.

No. 460B—Standard Set, Metal Case—"Indestructible" Sells at $5.00.

Belleville Design

Made in

Wrought Brass
Bronze and
Steel

in complete sets

The Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, CAN.

These "CADILLAC" Lines

Pay a Most Desirable Profit and Always Satisfy the Trade.

A trial will convince you that these lines are big money-makers.

The "CADILLAC Electric Vacuum Cleaner is a low-priced machine that is absolutely efficient and easily operated. Any woman or child can easily handle it—the total weight being only eight pounds.

Will give long service. Fully guaranteed. Several models, retail prices from $25.00 to $35.00.

"CADILLAC" Vacuum Cleaner and Carpet Sweeper Combined. This is a powerful, easily operated, light machine which is adapted to every need in the home.

Will last a life-time. No parts to get out of order.

Takes the place of the ordinary carpet sweeper and produces better results.

A number of styles, retail prices from $9.50 to $14.00.

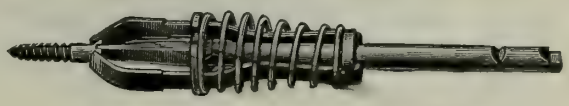
Write for Circulars

The Clements Mfg. Co., Limited

76 Duchess Street, Toronto

Why Not Feature THESE TWO "YANKEE" TOOLS

Quick Return No. 130 and Screw Holding Bit



With these you can drive or draw a screw 3 ft. over head, in tight corners or most any other out of reach place. Besides this, you get the same service as with the famous No. 30 which every carpenter is now using. The No. 130 "Quick Return" shown here has a spring in the handle which quickly drives the spindle back for the next stroke. Add the Screw Holder to this and you see at once what a tremendous advantage you have in this tool, especially in over head work.

It also permits you to hold the work in the one hand while you start and drive the screw in some out of reach place with the other. For all convenient and close range work this is the quickest "Yankee" Screw Driver we have yet put out.

Display them in your window with a set of Boosters and Show Cards, which we will be happy to send you. Every carpenter is quick to recognize the value of these two tools at sight.

Shall we send you a supply of "Yankee" Tool Circulars with your name and address?

Command us.

YOUR JOBBER SELLS THE "YANKEE"

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

What Motor Trucks Can Do For The Hardware Dealer

Mack Truck used by Lariviere Incorporee. Hardware Dealers, Montreal.

The motor truck will enable you to deliver goods over a much larger area than is possible with horse and wagon Expanding your area expands your business.

A large number of your orders are received over the the telephone. With the motor truck these orders can be given prompt attention and sent out C.O.D. Your customers will appreciate this ready service.

The motor truck will enable you to send to the wholesale house for goods that are wanted in a hurry and which are needed before the wholesaler can make delivery.

The motor truck will not require your attention on Sundays or holidays.

We are sales agents for the leading gasoline motor truck of the world—MACK.

Let us make a study of your business and recommend the kind of truck you should have, type of body, capacity, etc. If, after an investigation, we find it would not be profitable for you to operate a truck, we will not attempt to sell you one. Give us a chance to tell you about the Mack.

Ask us for Facts and Figures

The Canadian Fairbanks-Morse Co., Limited

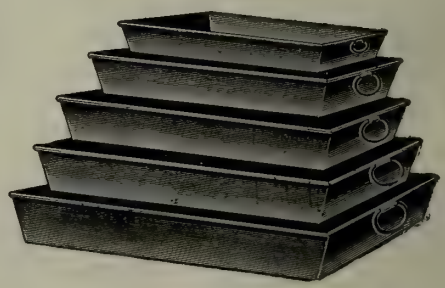
St. John Quebec Montreal Ottawa Toronto Winnipeg Saskatoon Calgary Vancouver

The S.M.P. Sheet Iron Ware

Seamless Drip Pans

Prices On Application

A-1 Dripping Pans



Nos.	6	7	8	9	6	6½	7	8	8½	9
Inches	13¾x8¾	14¾x9¾	16x11	16¾x11¾	12¼x9¼	14x8¼	14½x10¼	16x11½	17¾x9¾	17½x12¾

THE SHEET METAL PRODUCTS CO.

of Canada — SUCCESSORS TO — Limited

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

Saws and Tools That Last For Generations

It takes a mighty good saw to serve two or three generations of mechanics, yet there are numerous cases where a Disston Saw has passed from father to son more than once in its lifetime. This quality of great durability is only one of the many that attest the wonderful superiority of Disston Saws.

The reputation which has been built up in the past 73 years for these saws is shared by other Disston products, for

Disston

SAWS TOOLS FILES

all embrace those distinguishing qualities of durability, efficiency and ease in handling which have enabled them to set a standard for high-grade tools that is world-wide in its scope.

We carry a complete line of these famous saws, tools, and files.

Lewis Bros., Ltd.

MONTREAL

Ottawa Toronto Vancouver

"You'll use a Disston Saw, too, someday"

THE

STEEL COMPANY OF CANADA

LIMITED

Tiger Brand White Lead

100% PURE

Over forty years on the market and endorsed by the Leading Painters.

Stock Tiger Lead and Increase Sales

DISTRICT SALES OFFICES:

HAMILTON, TORONTO, MONTREAL, WINNIPEG

W. A. MacLennan, Vancouver, B. C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, N.S.

GOODS BEARING THE RED DEVIL BRAND

Will Make Steady Customers for You

Cast Scissors
6-7-8-9 inches

Genuine
Giant
Nail
Puller

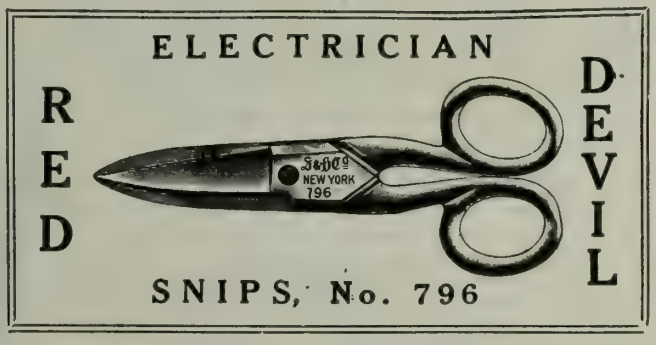
Acme

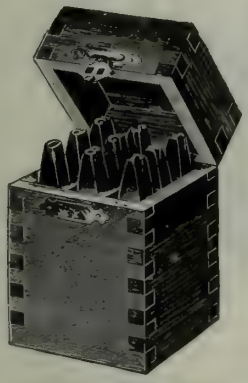
1¼ in.
Blade

024

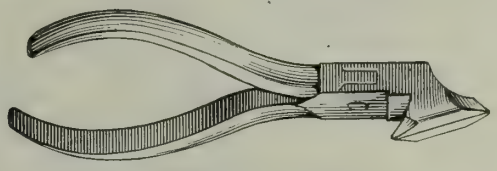
B

Pipe Tongs

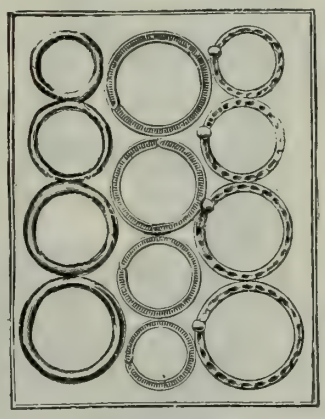




Figures - All Sizes

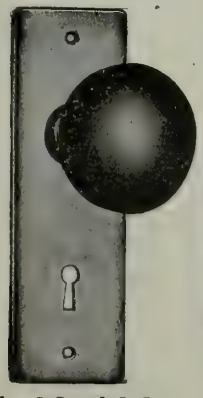


No. 3978, Diagonal Plyer

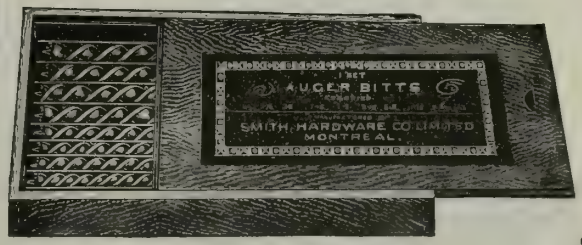


5011 Key Rings

No. 476½ Hooks



No. 2 Steel O.S.



Bit Sets, 11¼ to 32½ Qrs.

SMITH HARDWARE CO., LIMITED

MONTREAL

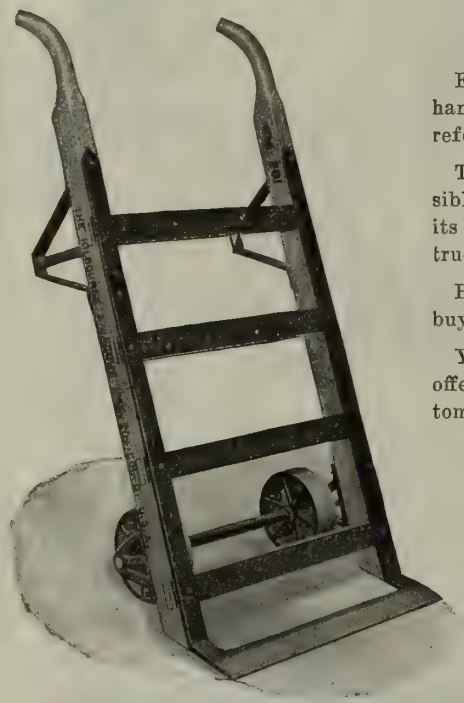
The Biggest "One Man Haul"

Is What You Have To Offer In Selling "K. & J." Trucks and Wheelbarrows

"K & J," Fig. 244.

"Buckeye," Fig. 310.

Your Customer Can Often Strike Two Men Off His Pay Roll By Buying This Equipment Wisely



"K & J," Fig. 201.

Every "K & J" Truck reduces material handling cost when selected with special reference to the work to be done.

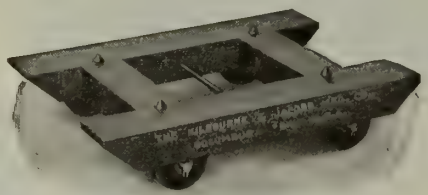
There is a "K & J" type for every possible class of work, and each type will do its special work cheaper than any other truck can.

Buy wisely and guide your trade to wise buying.

You are bound to sell when you can offer a line definitely adapted to each customer's wants.

"K & J," Fig. 1005.

Catalog 12-S describes Trucks. Sent upon your request.



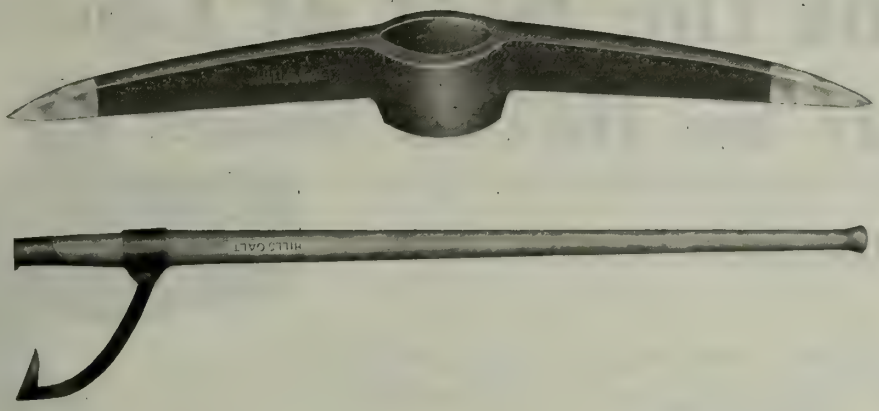
"K & J," Fig. 223.

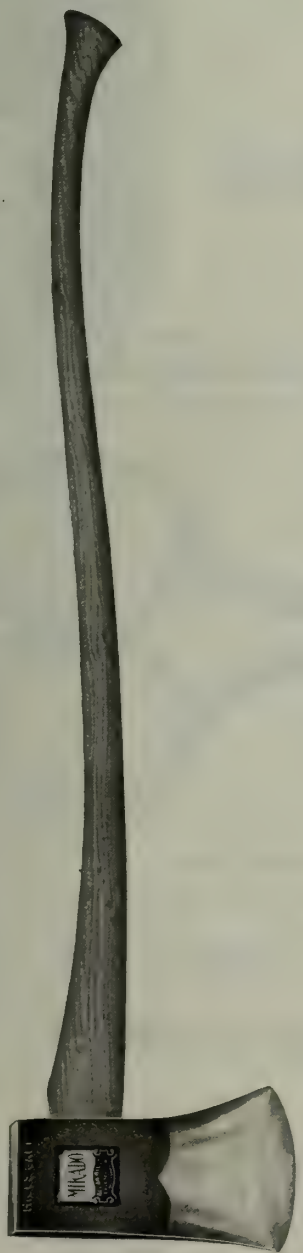
Remember Catalog 38-S for Barrows and Scrapers.

"K & J," Fig. 249.

The Kilbourne & Jacobs Mfg. Co.

New York — Columbus, Ohio, U.S.A. — London





Highest Quality

Axes, Chisels, Hammers, Draw Knives, Lumbering Tools, Adzes, Etc.

We guarantee to replace free of charge any tools that prove defective in material or workmanship.

We will take pleasure in presenting to you our **complete catalog** illustrating the various lines we manufacture.

Drop us a card for it to-day.

Allan Hills Edge Tool Co.

LIMITED

GALT, ONTARIO, CANADA

You Want the Best of Course

Then Specify the HATCH Hanger

Hatch Trolley Hanger.

A word to the wise is sufficient

Your customer wants the best hanger for the least money—You want to sell the hanger that guarantees satisfaction and one on which you make a big profit. Both these arguments point to the Hatch which successfully answers both questions.

Canada Steel Goods Company, Limited

Hamilton, - Ontario

Makers of the reliable Crescent Brand Butts and Hinges

If Your Ambition is to Sell Nothing But High Quality Cutlery, Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.

No Brand of Cutlery is better known today than "TREE" Brand, which has been on the market for the last 50 years and in which the quality has been upheld since this brand was first introduced. Insist on having Boker's "TREE" Brand. By far the best cutlery made.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

We make all kinds and sizes of **Augers** and **Bits** for all purposes where **Boring Tools** are used.

Ship Augers.
Ring Augers.
Nut Augers.
Rafting Augers.
Boring Machine Augers.
Machine Bits (All styles for all kinds of special work).
Snell Pattern Auger Bit.
Jennings Pattern Auger Bit.
Bates Pattern Auger Bit.
Solid Centre Auger Bit.

Write for Catalog and Prices

120 Years of Bit-Building Experience

goes into every Bit that we offer the trade, with the result that the quality is far from being equalled.

Every Bit that bears our firm name on its shank is backed by our long retained reputation, experience and our guarantee.

It will pay you to write for full particulars to-day. Good profits and more sales are within your reach.

"The Standard the World Over"

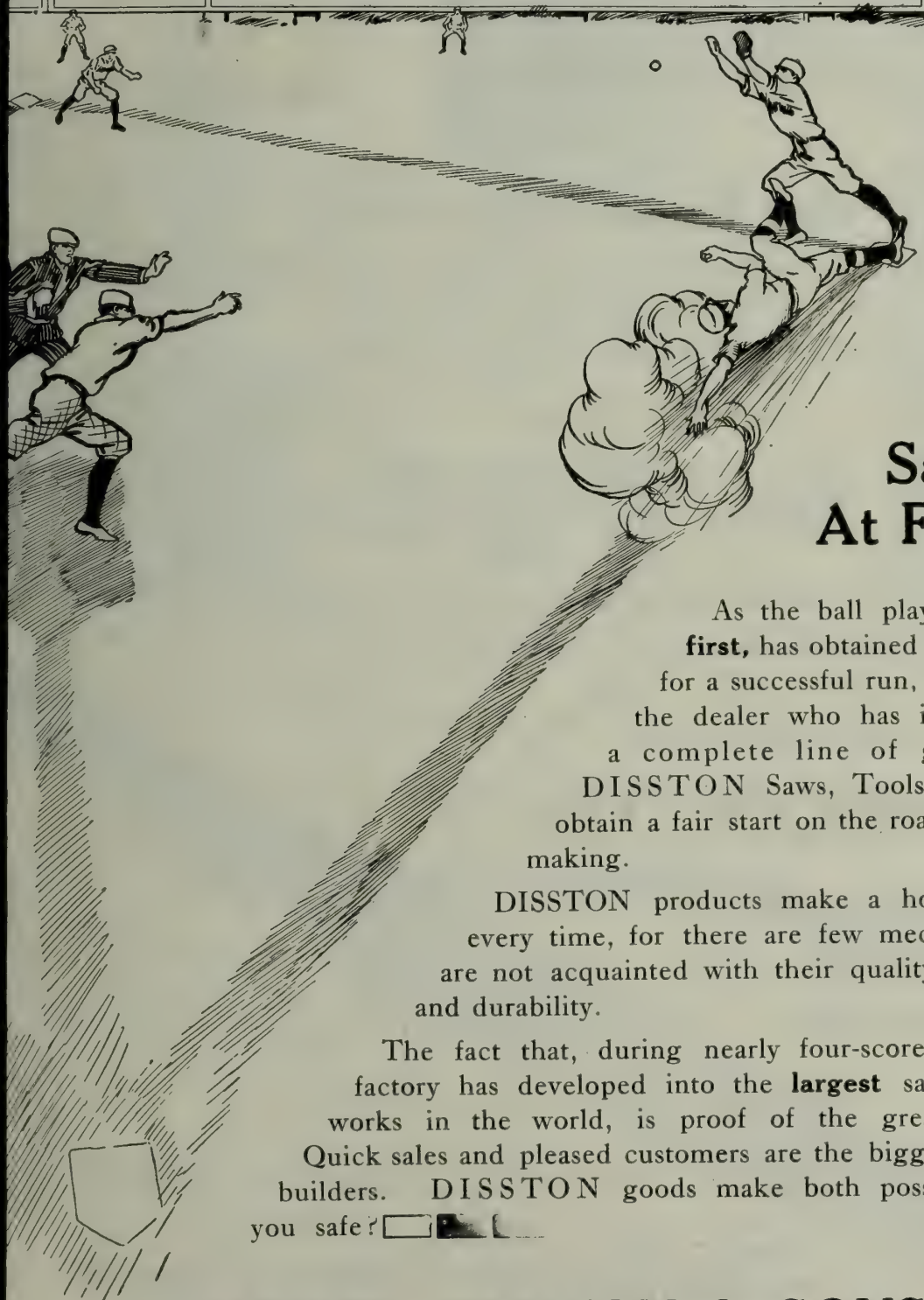
Snell Manufacturing Co., Fiskdale, Mass., U.S.A.

Selling Agents—JOHN H. GRAHAM & CO., 113 Chambers Street, New York City

Safe at First!

DISSTON
Quality Tells

DISSTON
SAWS, TOOLS, FILES
THE RECOGNIZED STANDARD OF THE WORLD



Safe At First!

As the ball player, **safe at first,** has obtained a good start for a successful run, just so does the dealer who has in his store a complete line of guaranteed DISSTON Saws, Tools and Files, obtain a fair start on the road to money making.

DISSTON products make a home-run hit every time, for there are few mechanics who are not acquainted with their quality, efficiency and durability.

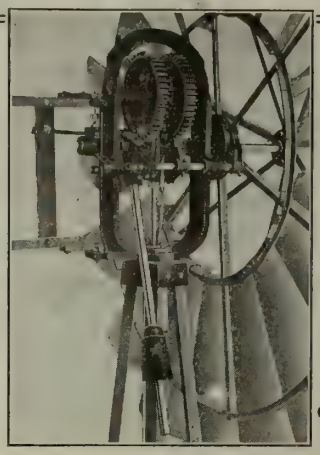
The fact that, during nearly four-score years, our factory has developed into the **largest** saw and tool works in the world, is proof of the great demand. Quick sales and pleased customers are the biggest business builders. DISSTON goods make both possible. Are you safe?

HENRY DISSTON & SONS

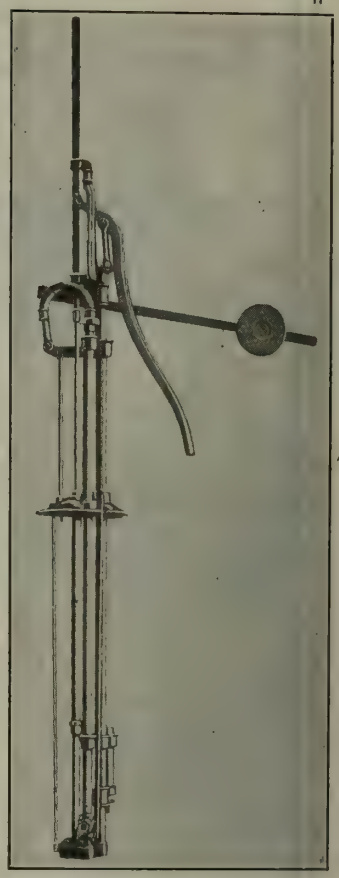
Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U.S.A.

Assurance of Satisfaction



Good Margin For Profit



Our Windmills and Pumps

are manufactured in a plant equipped with machinery for high quality production. We rely on every windmill or pump which we place on the market not only to sell itself, but to bring us more business by giving a highly satisfactory service.

Our agency proposition will net you a big profit. Write for it to-day.

Catalog on request.

Dominion Well Supply Co., Ltd.

Cargill, Ontario

The World-Famous

SIMONDS

Crescent-Ground

CROSS-CUT SAWS

Sell **Simonds Saws** because they will give your customer better service than any other make of saw. There is none better. They cut easy and saw fast. Made of Simonds special edge-holding steel. Each saw guaranteed. Buy from your jobber or write to

Simonds Canada Saw Co., Limited

St. Remi St., and Acorn Ave.

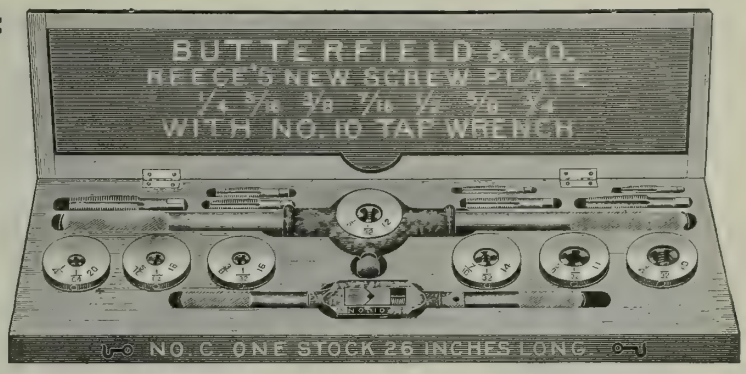
Montreal, Que.

Vancouver, or St. John, N. B.

"BUTTERFIELD"

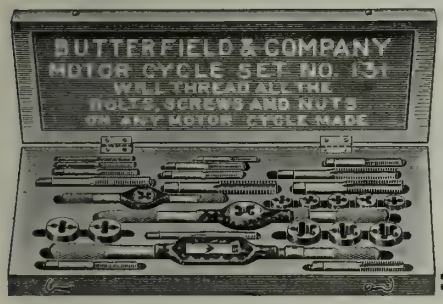
Taps, Dies, Reamers and Screw Plates

The Result of 35 Years' Experience



The New Reece Screw Plate, Bicycle and Motor Cycle Sets, Taps, etc., are profitable lines for the hardware trade. The name Butterfield stands for highest quality, and all goods bearing this brand are fully guaranteed in every respect.

Write to-day for catalogue showing our extensive line.



BUTTERFIELD & Co.

ROCK ISLAND, QUE. **DERBY LINE, VT.**

NO FRILLS OR FICTION

BUT

FACTS AND FIGURES

Our 1913 Catalog

Guns, Rifles, Revolvers, Ammunition, Hunting Clothing and Shoes, Camping Outfits.

The most complete Catalog ever published is ready.

IT IS COMPILED BY EXPERTS

Our Department Managers have been identified with their respective lines and with us for many years. They, as well as the members of the firm, take active interest in all sports and KNOW WHEREOF THEY SPEAK. No other concern has as complete a stock as we in the departments we specialize in. **If interested in Fall Sports, send for Catalog.**

Catalog Mailed Free for the Asking.

A. E. BREGENT, 192 and 194 St. Catherine East, MONTREAL

CASCO RUBBER ROOFING

Bears the

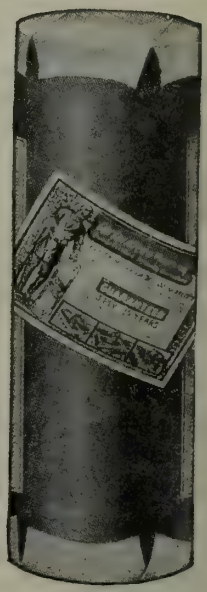
"Certain-teed"

Label of Quality

Stock This "Certain-teed" Roofing Now
Our Selling Co-Operation Means a Big and Easily Produced Business for You.

Investigate our proposition—Write for full particulars now.
Upon request we will mail you, **absolutely free**, a 32-page book of "**Certain-teed**" Selling Helps and Advertising ideas.
We carry large quantities of Casco Roofing and can ship immediately.

FRONT


BACK

The
Canadian Supply & Contracting Co., Ltd.
Toronto, Ont.
Formerly CANADIAN SUPPLY CO.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

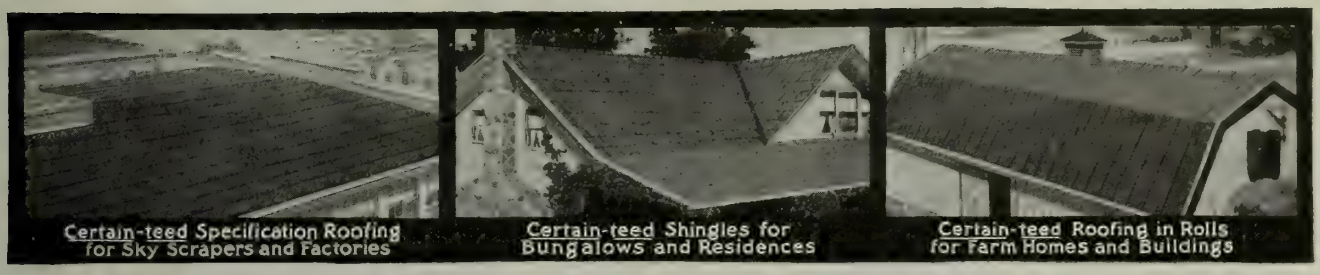
Sold throughout the Dominion by all Wholsale and Retail Hardware Merchants.

MADE IN CANADA

The
Thos. Pink Co., Limited
Manufacturers of LUMBER TOOLS
PEMBROKE - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

Carpenters, Builders—there is a simple method of applying *Certain-teed* Roofing on any kind of a building



Certain-teed Roofing

(Quality *Cert*-ified Durability Guaran-*teed*)

Guaranteed 15 years—wears longer

Rolls and Shingles

The roofing that has "made good" on the roof

When ready roofing was first put on the market, many architects, builders and carpenters preferred to wait and see it tested on the roof.

The ready roofing that won out had to do so on merit. ***Certain-teed*** Roofing settled all arguments by giving absolute satisfaction in all climates and under severe conditions. Its use on all kinds of buildings has grown by leaps and bounds.

The durability of this modern, easy-to-lay ***Certain-teed*** Roll and Shingle Roofing is remarkable—it is guaranteed for fifteen years and will last much longer.

Accept no substitutes

Don't confuse ***Certain-teed*** with ordinary "make-shift" roofings—we guarantee it for 15 years and inside each roll furnish modern ideas for laying it artistically and permanently.

See that the ***Certain-teed*** Quality Label is pasted on the back of every roll and crate of shingles—it is placed there to protect you and your customers.

Certain-teed Roofing is used everywhere—recommended by leading dealers and contractors—and sold at a *reasonable* price.

General Roofing
The World's largest manufacturer of Roofings and Building Papers.

General Roofing Manufacturing Company

E. St. Louis, Ill. York, Pa. Marseilles, Ill. Minneapolis, Minn. San Francisco, Cal. New York Chicago
Kansas City, Mo. Memphis, Tenn. Winnipeg, Can. London, England Hamburg, Germany

ELEY

CARTRIDGES

We Load for the World!

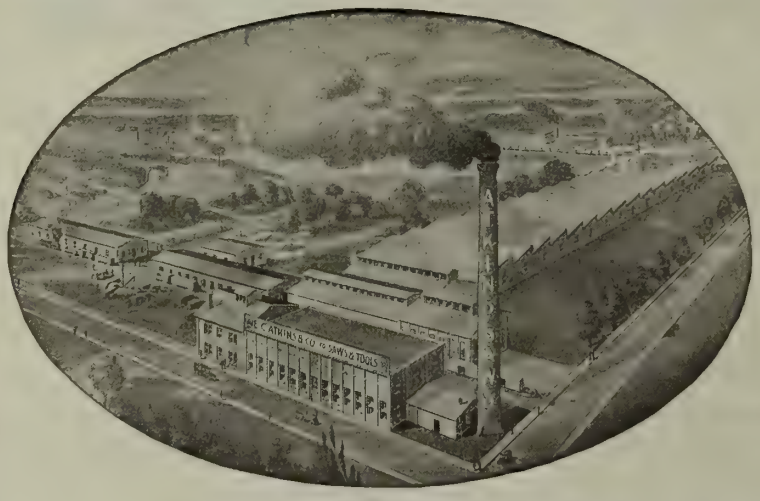
¶ No Ammunition Manufacturer or Dealer handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.

ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont. **Branch: Vancouver, B.C.**

PRESTON ONTARIO

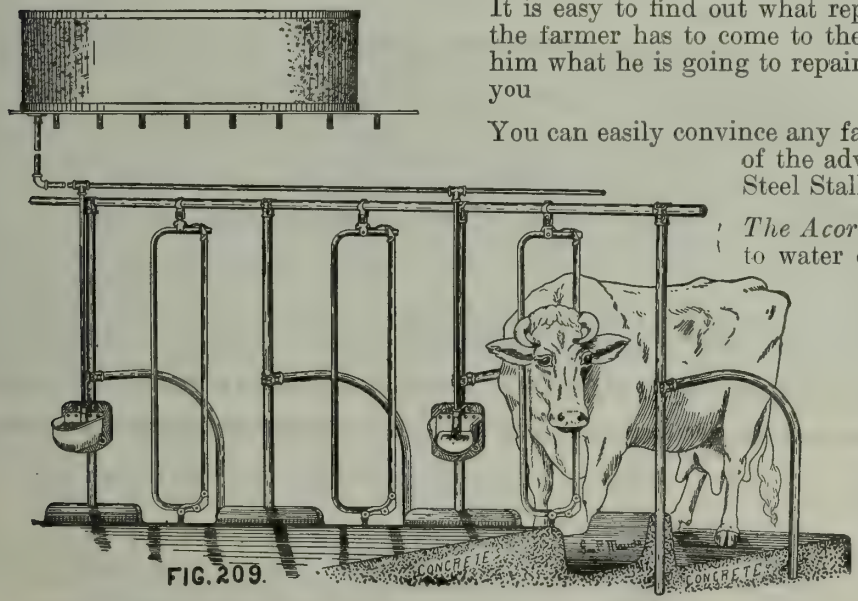
A Big Profit Awaiting The Aggressive Hardware Dealer

Very soon the farmer will commence to get his stables ready for Winter. In every case there will be some repairing to be done—and in many cases a great deal

It will be much to your interest to get familiar withour *Cowbowls and Steel Stalls* and be ready to get after a farmer who is going to do repairing of this kind.

It is easy to find out what repairing is going to be done because the farmer has to come to the hardwareman for nails, etc. Ask him what he is going to repair—he will not hesitate about telling you

You can easily convince any farmer (who is repairing stalls, etc.), of the advantage of using our Cowbowls and Steel Stalls.



Showing application of Acorn Tanks and Bowls to Steel Stalls. We are prepared to furnish all tanks, pipes and fittings.

The Acorn Cowbowl is the only sanitary way to water cattle or horses. Each animal has its own bowl, and there is no possible chance of the water passing from one bowl to the other. Moreover, no chaff or rubbish can be drawn from the bowls into the pipes, to clog and corrode them. By keeping the water constantly before the stock, they will eat more and will fatten quicker. As for cows, it means a greater production of milk.

Our Patent U Bar Stanchion is very easy on the stock. They are made from U Bar Carbon Steel which is specially made for our requirements and is 90 per cent. stronger than iron.

The latch on our Stanchion is exceptionally strong and easy to operate. It consists of a malleable casting that cannot be opened by accident.

Let us furnish you with complete details at once. *Our proposition is worthy of your immediate investigation.*

The Metal Shingle and Siding Co., Limited

Associated with A. B. ORMSBY, LTD.,

MONTREAL	TORONTO	PRESTON	WINNIPEG	SASKATOON
Quebec	Ontario	Ontario	Manitoba	Saskatchewan

Offices in all the large cities.

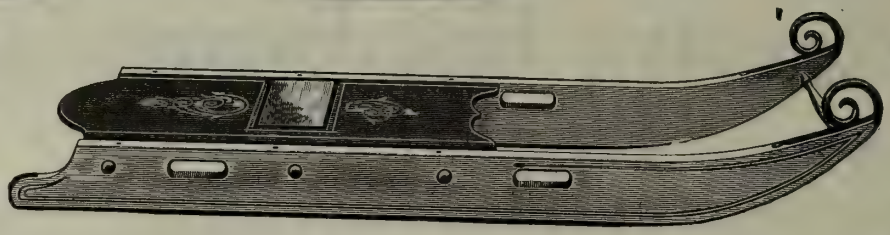
Head Office: PRESTON, ONTARIO

PRESTON ONTARIO

The Merit and Distinction of These Lines Enable Dealers to Effect Quick Sales

Bob Sleighs

Write For Descriptive Catalog To-Day.



Wood Sleds

Any article in our catalog is sold by us with the guarantee that if it is defective, or not as represented, we will either refund the money paid or replace the goods, as desired.

Steering Coaster

CANADIAN BUFFALO SLED CO., LIMITED, Preston, Ontario

WHY NOT CARRY

NICHOLSON-MADE

FILES?

The service of a file depends on delicately adjusted conditions. The slightest change in a "run" of ordinary steel can greatly reduce the efficiency of a file made from that steel.

When you carry "Nicholson-made" Files or Rasps, you benefit by the buying power of an organization whose customers consume over 1,000,000 files a week. This production allows the use of a private steel, of special formula for file use, in the case of "Nicholson-made" Files.

Each file you sell on your shelves is made from this private steel of unchanging quality—if the File is

"Nicholson-made" in one of the following brands:

AMERICAN ARCADE
GLOBE GREAT WESTERN
KEARNEY & FOOT

and you **know** in advance that the particular single file you sell a customer will "make good."

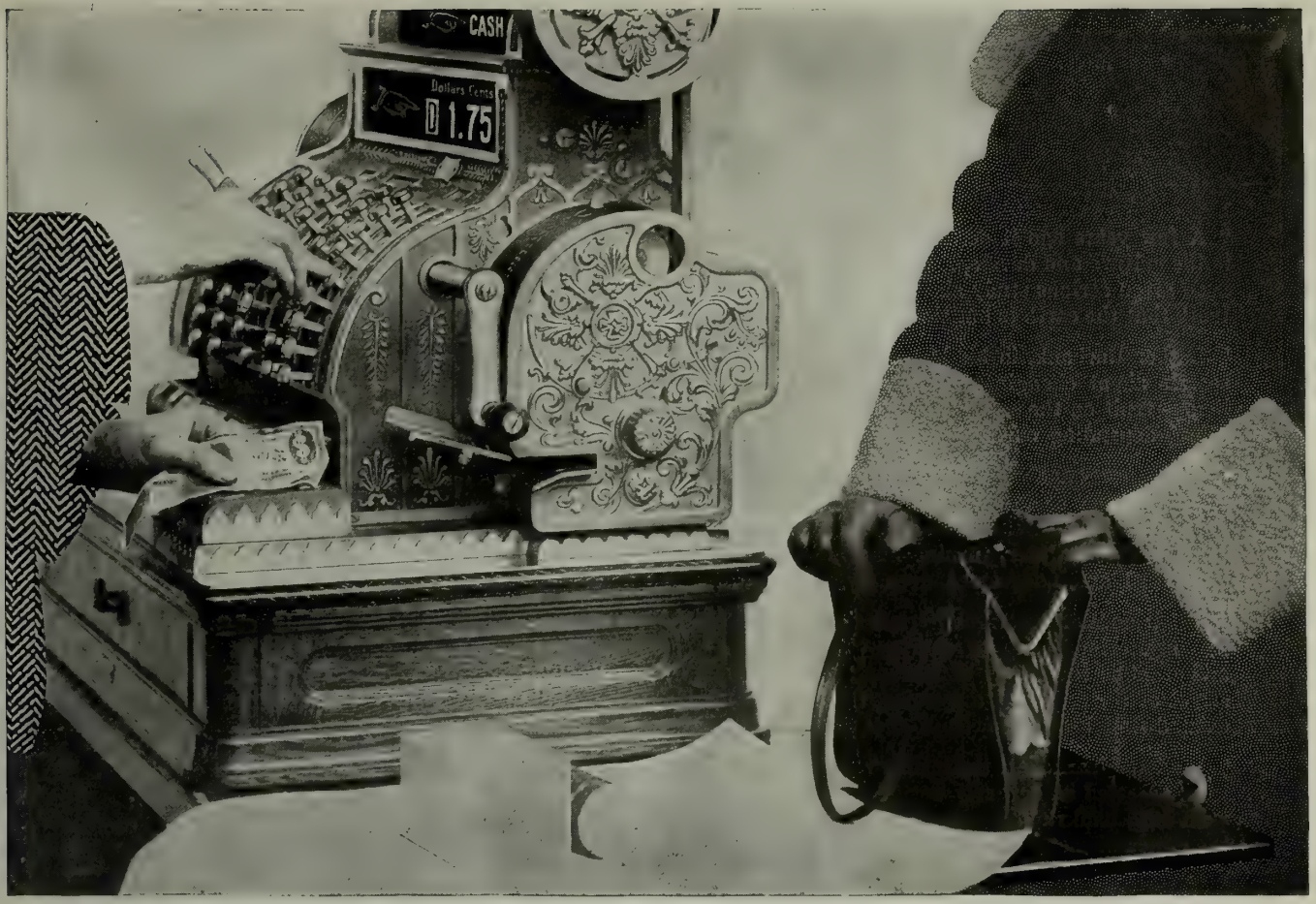
But to make assurance doubly sure and certain, each "Nicholson-made" File (or Rasp) is subject to 10 separate inspections during making, is cut on private machines, heat-treated and hardened by private processes, and hand tested on every cutting side.

Each file on your shelf is a "standard" of efficiency. "Nicholson-made" Files, obtainable from all jobbers, give sure and certain service, without extra cost to you or your customer. Carry them.

NICHOLSON

File Company 39

Port Hope, Canada



There's a Record in the Register

Before the Customer Gets the Goods

The "Get a Receipt" plan enforces a *record* inside the register before the goods are wrapped. The *receipt* is wrapped in the parcel and the record *must* be made before the receipt is issued.

This record is the clerk's own acknowledgment that he has sold a certain amount of goods and will be responsible for a corresponding sum of money. It is your receipt for the transaction.

This protects your business, shows you at all times just where you stand, benefits your customers, saves time and increases profits.

Write for information today about the National Cash Register that is built for the particular needs of *your* business.

The National Cash Register Company

285 Yonge Street, TORONTO

Canadian Factory: Toronto, Canada

"The Borderland"

¶ A few years ago it occurred to a few thinking men and women that the thing we know least about is the culture and development of the mind. Tree planting, fruit raising and the study of the stars have been given serious study since Aryabhata sent from his observatory on the Banks of the Ganges the truth that the earth is but "a grain of sand on the infinite shore of the universe."

¶ Luther Burbank, in his home and gardens in California, has recently discovered some wonderful secrets about changing common weeds into beautiful flowers, about growing highly flavored and delicious fruit on the sand cactus, about developing poisonous vegetable parasites into daisies, roses or lilies—depending on the nature of the weed.

¶ A few years ago we knew nothing about electricity. The lightning's flash was as great a mystery to us only a century or so ago as it was to the savage warrior who wandered across the plains in the first dim light of the intellect of man. To-day electricity is lighting cities, driving trains at ninety miles an hour, pumping water, turning machinery, and sending the world on toward greater things at a speed unguessed and undreamed even by the prophets and soothsayers of yesterday.

¶ But it does not require a "crystal gazer" to see approaching discoveries in the study of a peculiar and mysterious form of energy. **We call this form of energy the mind, or the power of thought**—and what is the secret of Burbank's discoveries, Edison's inventions, the secret of the telephone, the secret of the reaper, the dynamo, the secret of the electrically driven car. but a form of energy that existed first as the power of thought?

¶ We have learned in the last few years that a criminal is a man whose memory, imagination and ideals were arrested at an early period of life; a man who ceased to grow, a man whose mind for some reason went into bankruptcy. We have learned recently from Binet, a French philosopher and scientist, that the minds of many men at forty are developed but little more than that of the child.

¶ If we have learned that the arrested development of the mind produces the criminal, and that the super-development of a certain part of the brain has produced the street car, electric light and the dynamo—then it occurs to us naturally that there is a great secret—an all-pervading law—which we are about to discover—the secret of developing the mind of man. This idea or this universal truth is knocking at the door of our intelligence on every hand; at almost every hour some glimpse of what is going on behind the shifting scene, comes to us like lightning's flash out of the midnight storm.

¶ We are developing the well rounded man—a product the world has never seen until the present century. The world has been filled with freaks— men who knew music and nothing else; men who could write poetry and could not make a living; men who composed for the harp and the zither—who wore long hair, lived the lives of vagabonds and died in poverty. But the well rounded man, the man of dignity, the man of poise, the man who discovers a secret passage—a new door to a new realm of thought almost every day—is distinctly a product of a new age.

¶ The next fifty years will be a trip into the infinite, into the unexplored—into the unknown. We are learning how to raise children—how to develop them mentally and physically; we are learning how to grow plants and flowers, and we are learning to think swifter and surer.

¶ The mind is a form of energy. Energy is everywhere in the universe. It is a thing that underlies all substance—is behind all substance—and the most powerful form of energy known to this or any other planet, is mind. The time is not far distant when we will know the secret of developing the mind.

¶ Just as the secret of electricity was stolen from the sky with a key, just as Burbank found a golden thread of natural law leading from the weed to a flower, just as Marconi discovered that a strata of air would carry an electrically-driven message from a lighthouse off the coast of Newfoundland to the Tower of Pisa—so will we one day find the secret through which we can scientifically and systematically develop the mind of man with the same degree of accuracy, certainty and precision with which we are now directing these other forms of universal energy.

Efficiency

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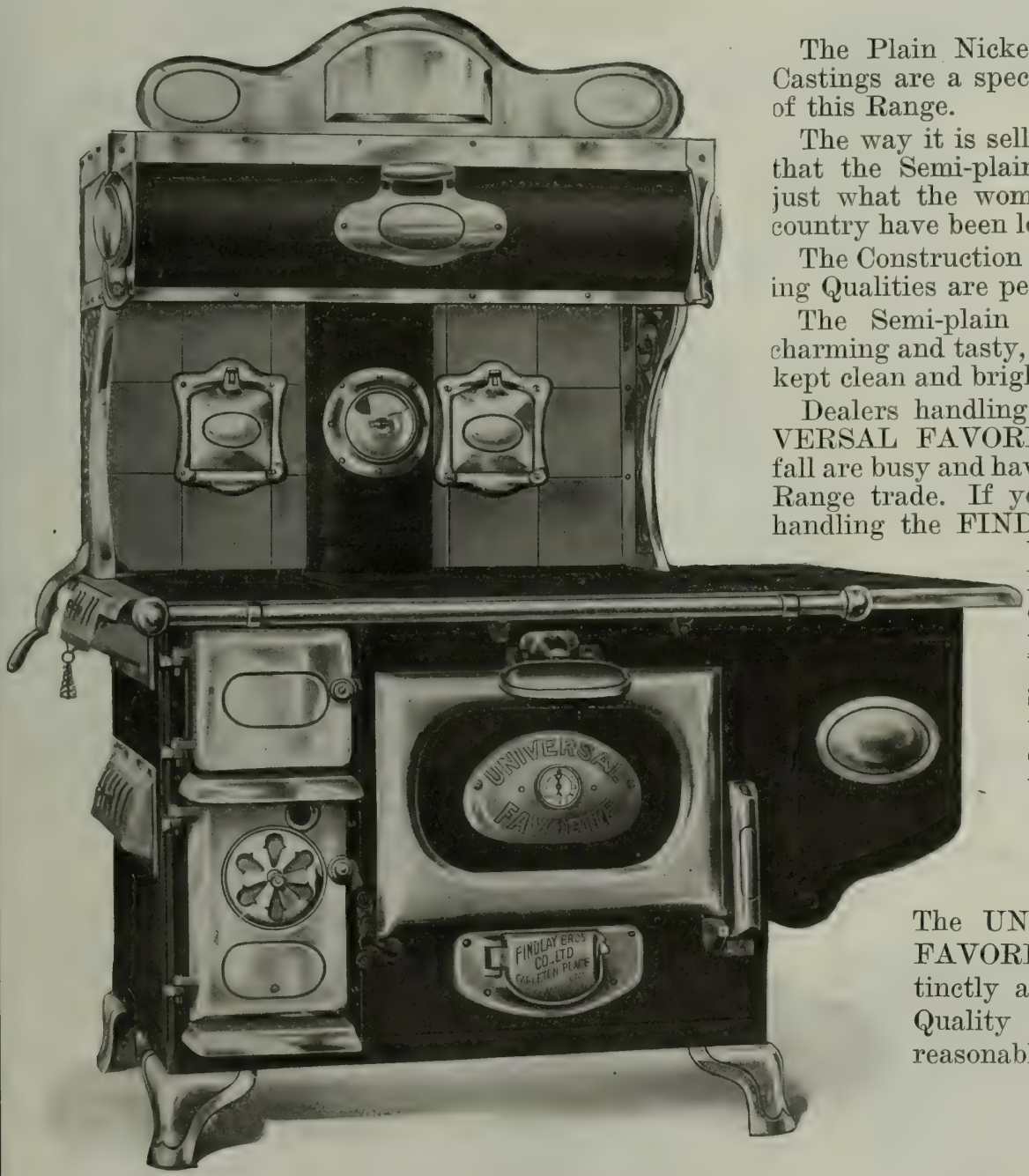
In this age plain design and plain finish is the order of the day in all household furniture, and rightly so, because deep carving is unsanitary and hard to keep clean, more especially in a Stove or Range. A glance at the Universal Favorite shows that it is up-to-date in this respect.



The Plain Nickel and fine Castings are a special feature of this Range.

The way it is selling proves that the Semi-plain Dress is just what the women of our country have been looking for.

The Construction and Working Qualities are perfect.

The Semi-plain Design is charming and tasty, and easily kept clean and bright.

Dealers handling the UNIVERSAL FAVORITE this fall are busy and having a good Range trade. If you are not handling the FINDLAY FAVORITE LINE order a sample of the UNIVERSAL and watch how quick it will sell.

The UNIVERSAL FAVORITE is distinctly a Range of Quality sold at a reasonable price.

We make five different grades of Steel Ranges all in Semi-plain Design.

FINDLAY BROS. CO., LIMITED

Head Office and Works, CARLETON PLACE, ONT.
Branch House, - 260 Princess St., WINNIPEG

Wholesale Jobbers for N. Alberta: REVILLION WHOLESALE LIMITED, Edmonton
Distributing Agents: For Southern Alberta, D. V. COPE & CO., Calgary; For British Columbia, GEO. D. HORSMAN, Vancouver

"The Empire Line"

Mr. Dealer!

Have you talked to the "Newly Weds" about a new stove? If you sell them an

"EMPIRE STEEL"

you will keep their custom. It is made with a Highly Polished Steel Body, Finest Double Nickel Plate Dress, and Artistic Tile High Closet.

It appeals to young and old. As a Baker it cannot be equalled, and has earned a reputation for Economy in fuel.

Has extra large, quick-heating Reservoir.

Sizes: 18 inch and 20 inch oven, 9 inch covers. Made Square, Reservoir, Tea Shelf, or High Closet.

Canadian Heating and Ventilating Co., Ltd.

OWEN SOUND, CANADA

Montreal	Winnipeg	Vancouver
Can. Stove & Furniture Co., Ltd.	Christie Bros. Co., Ltd.	Munro & Arnott

Davidson's Extra Quality, Strong Galvanized Iron Pails

Attractively Decorated with Bands of Bright Red Japan and Neatly Labeled

"Contractors"

No. 116, capacity 16 Imp. quarts. Seamless body, with heavily wired top edge, and fitted with iron rim to protect bottom.

Minto.

No. 14, capacity 13 Imp. quarts. Strong and durable, and fitted with heavy pressed Hercules bottom.

"Alberta"

Capacity 12 Imp. quarts. Flaring pattern, heavy material, reinforced ears, extra wide across top.

These pails are galvanized after being formed, which adds considerable to their strength and wearing qualities. They are in great demand for use by contractors, railways, roofers, cement workers, corporations and the mounted military camps.

Write For Prices

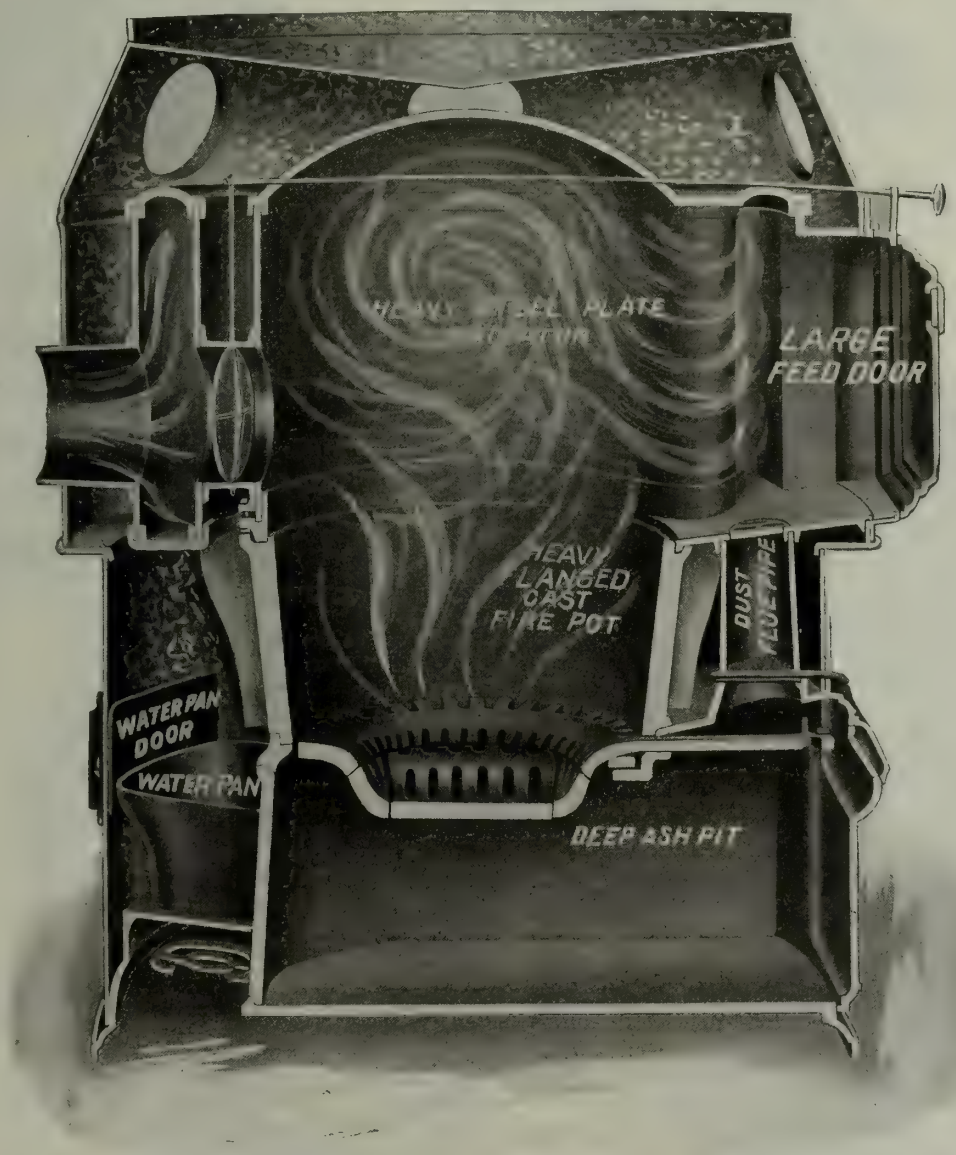
THE THOS. DAVIDSON MFG. CO. Limited, Montreal, Winnipeg, Toronto

It's Results That Count!

The better the service of a furnace—the more pleased is the customer. For this reason you cannot afford to sell a furnace that is cheap in first cost as they will invariably do you very much harm and cause you to lose regular customers.

Look at a furnace from a customer's point of view

and do not recommend any but the best. It is better to lose one sale than to lose a regular customer.



NEW IDEA Furnaces

deliver the heat in the right place—upstairs.

Every piece of metal is carefuly selected and tested to avoid weak spots. Every joint is made close and firm in a thoroughly workmanlike manner.

The radiator has triple radiating surfaces, providing a large area of effective heating. The construction is such that the heat makes a complete circuit of both inner and outer radiator and is practically all absorbed before it reaches the smoke pipe.

The New Idea is fitted with the Duplex Grate—the only grate made embodying all the advantages found in rocking, dumping and shaking grates and eliminating all of their disadvantages.

With this grate all ashes and clinkers are easily and quickly removed without the loss of any coal.

The New Idea is very easily installed and operated. Under ordinary care it will last as long as the building in which it is installed.

It is backed by our **Five-Year Indemnity Guarantee.**

Ask for full particulars.

Hamilton Stove & Heater Co., Limited, Hamilton, Ont.

Successors to Gurney, Tilden & Co., Limited.

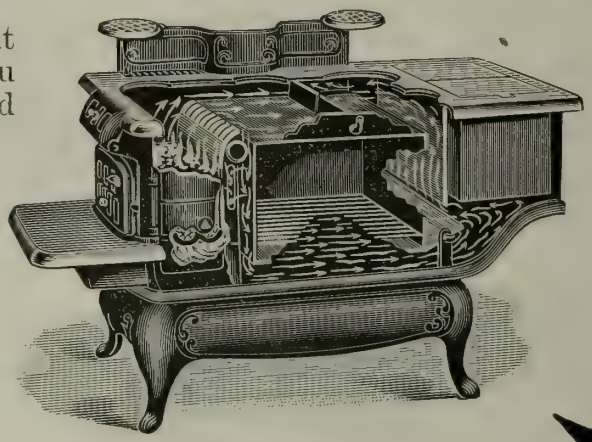
Tilden, Gurney & Co., Limited, Winnipeg, Calgary, Vancouver.

"SUPREME"

A RANGE That Will Give You A Lead on Your Competitors

It's Guaranteed to Save 50% in Fuel with Better Results

Is not this sufficient reason why you should recommend and sell this range to your trade? The progressive dealer should write for full particulars regarding this range. The best value ever offered to the trade and is certain to bring re-

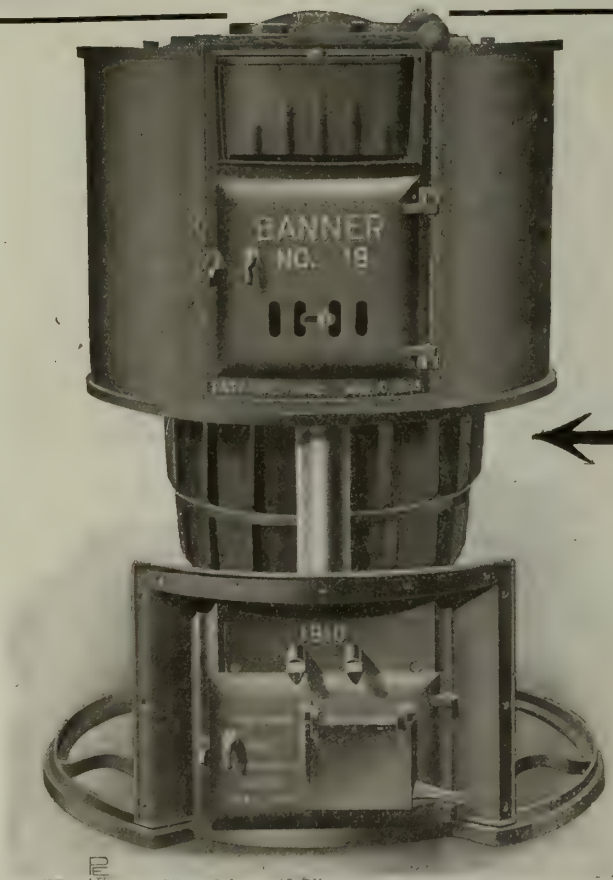


orders. Thousands of them used all over Canada, and living up to our **guarantee.** We have built a reputation and **will** maintain it at all costs. The Supreme Range is made in steel and cast iron, artistically designed and well finished.

WRITE US AT ONCE

The Supreme Heating Co., Limited

Welland, Ontario



The "Furnace"

For Economy, Service and Satisfaction

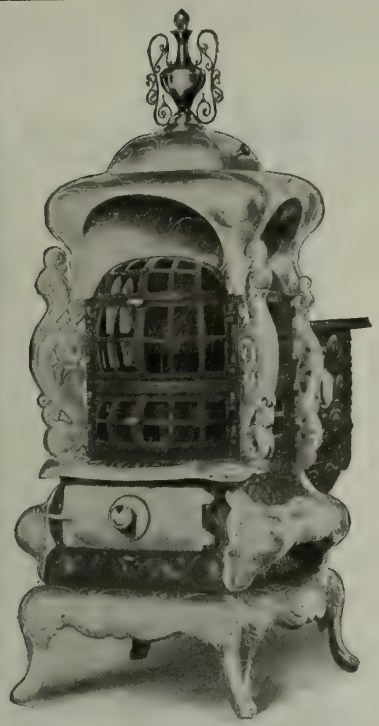
The dealer who sells "Banner Furnaces" effects a quick turnover and procures a most desirable profit. The **Fire Pot** is made in two sections, with a cup joint that minimizes the danger of cracking in the centre. It is flanged or ribbed to add strength and additional radiating surface. Strong and well made in every part by expert workmen, who have spent years in perfecting "Banner Furnaces." The **Cast Iron Dome** is made exceptionally heavy, and fits the fire pot with a cup joint. Will produce a greater volume of heat than any other construction. All parts which are subject to the wear and tear which a furnace has to endure are made of heavy cast iron, viz.: the Grate Bars, the Fire Pot, and the Dome or Combustion Chamber. These are the three essential parts of a furnace that should be heavy and well built.

SEND FOR CATALOGUE AND PRICES

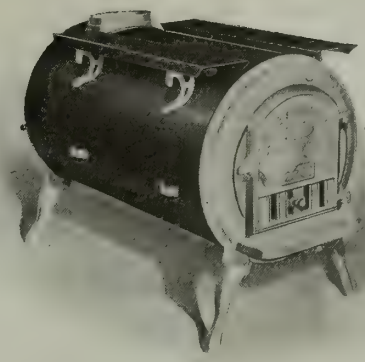
The Galt Stove & Furnace Co. LIMITED

GALT, ONTARIO

Write For Illustrated Catalog



Gurney-Oxford Art Laurel



Camp Heater

GURNEY-OXFORD

Quality & Variety

Many people in your town will be buying heating stoves in the next two months. You should be ready to supply them. "GURNEY-OXFORD" includes heating stoves of every variety, and for every purpose, and all reach the same high quality mark as their stoves.

The "GURNEY-OXFORD" Art Laurel is a magnificent parlor heater, every modern refinement and convenience are built into what is probably the best appearing and most efficient base burner purchaseable in Canada.

The "GURNEY-OXFORD" Oak is a different stove from the usual Oak Heater. The heavy construction throughout, the blued steel body, the nickeled reflector, removable feeder, etc., will enable you to secure this Oak where the better grade of stove is required.

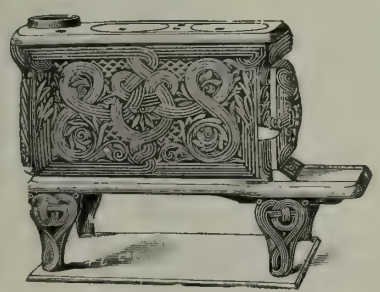
The "GURNEY-OXFORD" heating stoves, Station Agents, Globes, Tortoise (Quebec Heaters), and Bachelor Stoves are all illustrated with prices in our complete new catalogue for 1913 and 1914.

This is just part of our line. Would it not pay you to look into the "GURNEY-OXFORD" proposition further and learn about our complete advertising plan, about our attractive window dress, cards and posters now being distributed for your fall campaign.

Gurney-Oxford Oak

Station Agent

Globe



Oxford Box Heater

Rancher

The Gurney Foundry Co., Limited

TORONTO

MONTREAL HAMILTON WINNIPEG
CALGARY VANCOUVER

McClary's

New 1913 "Famous" Oil Heater

will appeal to all dealers as a
Quick Selling Article

it's
STRIKING NEW FEATURES
compel the attention of all
discriminating buyers.

New Method of Rewicking.
Automatic Wick-Locking Device.
Oil Indicator.
One-piece Copper Tank.

Order To-Day—McClary's Ship Quick

McClary's

London Toronto Montreal St. John, N.B.
Hamilton Winnipeg Vancouver Calgary
Saskatoon Edmonton

Engineers' Supplies, Brass Goods Pipe Fittings and Tools

The Consistent High Quality Means Efficient Service Everywhere

J. M. T. INJECTOR.
(Improved)

Check Valve
with Drip Cock.

Gauge Cock
Brass Wheel Handle.

Relief Valve.

J. M. T. Valve.

J. M. T.
SWING CHECK VALVES
Adjustable Lift.

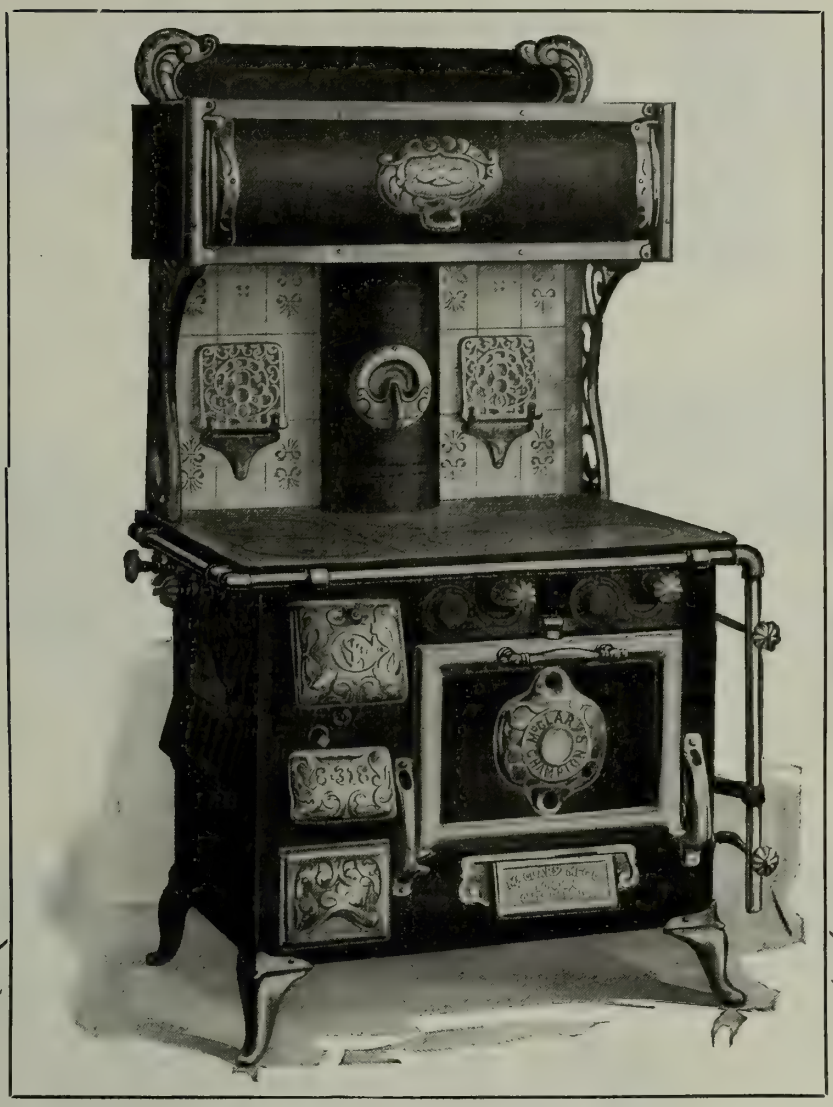
"Gem" Ejector.

The Morrison Quality is the dependable kind. It is the result of long study and experience, and the aim to produce the best goods at a reasonable price.

Get familiar with our goods—they are business builders.

Write for full particulars on any line or lines.

The James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide Street West, Toronto



MEMBER OF
CANADIAN HARDWARE
MANUFACTURERS EXHIBITORS
ASSOCIATION

McClary's Champion Interchangeable Range burns, Coal, Wood, Natural Gas, Artificial Gas, Coal and Gas together—All these facilities with one range.

Economy and efficiency go hand in hand with the Champion—it matters not if the climatic conditions are extreme one way or the other, the Champion is always ready to adapt itself to all circumstances.

All dealers who handle this Range testify to its manifold selling points. Customers soon recognize its labour saving qualities, and this, coupled with the guarantee of McClary's Stove experience of 65 years, brings prompt results and a live business.

The space occupied by our Champion Range will bring you a greater percentage of profits than any other part of the Store. Practical demonstration carries conviction. Try it.

Write to our nearest branch for more particulars.

MONTREAL HAMILTON
LONDON TORONTO
CALGARY

McClary's

WINNIPEG VANCOUVER
SASKATOON EDMONTON
ST. JOHN, N.B.

A Perilous Situation in the Bay of Biscay

Crew, Ship and Cargo Saved by Magnolia Metal

944 E. 180th St., New York, N. Y.,
June 8th, 1912.

Gentlemen:—

I am only too pleased to give my experiences with MAGNOLIA METAL, for it may help another Engineer out of a tight place.

A steamer in a gale in the Bay of Biscay on a lee shore about 7 miles distant, which meant if we had stopped and we would have been on the rocks in an hour. The high pressure crank pin of the 2,000 H.P. triple expansion engine got hot from the heavy racing of the engines due to the violent pitching of the vessel. All the bearings of these engines were Magnolia lined. With this crank pin we put on the hose and used liberally graphite and machine oil and the bearing was cool in an hour, and we ran for 96 hours full speed before we took it down and then just a slight film of the metal had wiped off which relieved the bearing and permitted us to run without the engine pounding too heavy.

My experience has been with other metals, once they got hot, all or nearly all the metal runs out and some of the metal runs into the oil pipe and stops the lubricant from reaching the bearing and the engine must be stopped. The bearing dressed and adjusted on the engine will pound itself to pieces so you see in the instance I have mentioned MAGNOLIA deserves all the praise anyone can give it. Since that time I have had Magnolia act the same on stationary engines and about nine months ago on a 2 15-16 shafting hanger and after the day's run was over took the box out and cleared away the metal which had wiped off and put box back into service again.

Respectfully,

HAROLD JAMES.

SOLD BY LEADING DEALERS EVERYWHERE OR BY

Magnolia Metal Co., Office and Factory: 225 St. Ambroise St., Montreal

H&R ARMS Co

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H&R ARMS CO. MARK

TRADE H&R ARMS CO. MARK

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

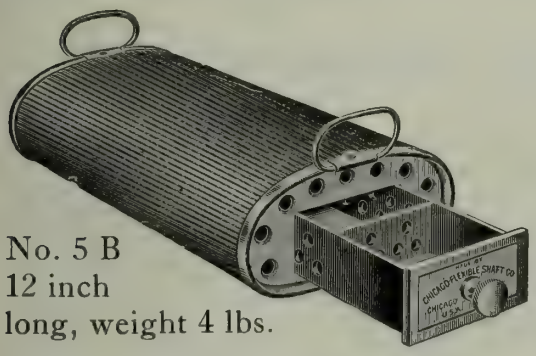
A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

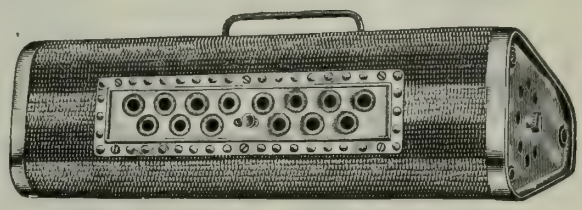
Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.

Clark Carriage Heaters

Give comfort and pleasure to every cold weather drive. Each one is substantially lined with asbestos, and covered with attractive, durable carpet. Just the right heater for automobile driving during fall or winter.



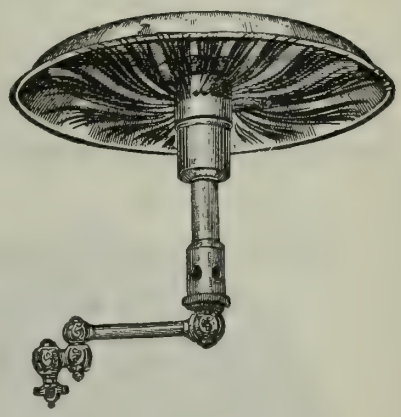
No. 5 B
12 inch
long, weight 4 lbs.



No. 7 D. Flat, slanting top. Heat can be regulated with side and end ventilators.

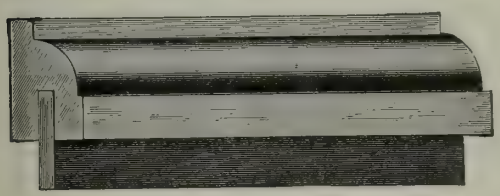
The coal for these heaters is packed one dozen pieces in a carton. A full brick will supply heat for twelve hours.

Solid Comfort Room Warmers for gas. They heat up the atmosphere in any room very quickly. Retail price only 50c. each.



Rubber Draught Tubing for doors or windows. Sizes 1-8, 3-16, 1-4, 5-16, and 3-8 inch.

Frost King Weather Strip. Made of felt and linen, will fit any door or window. Put up in handy 50 cent packages.



Bosley's Felt and Wood Strips
All widths for doors and windows

Caverhill, Learmont & Co.

MONTREAL

Goodell-Pratt's

4
STYLES

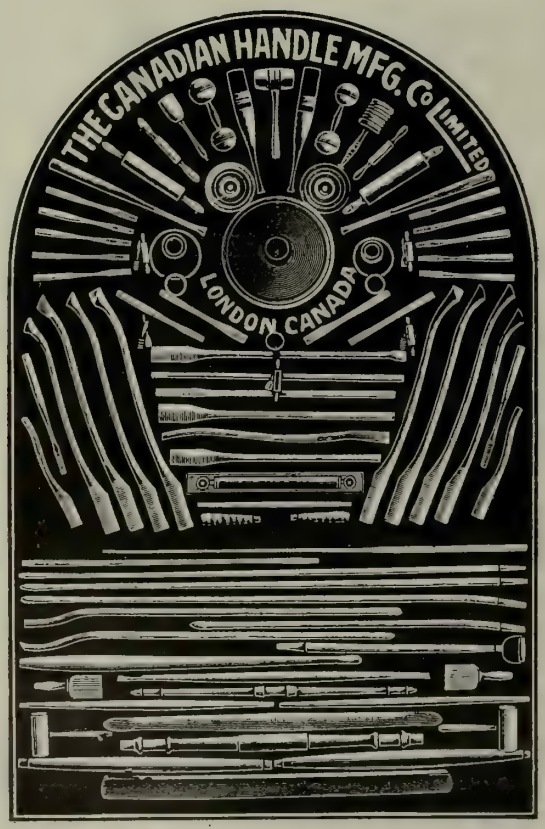
Reciprocating Drills

These Reciprocating Drills are unrivalled for the rapidity with which they will drill wood and soft metals. We know you will please your tool customers by having these in stock, and by showing them up you add materially to your sales. Our Catalog shows many tools which it will pay you to stock and push.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U. S. A.



Our Line of

Handles, Neck Yokes, Whiffle Trees, Etc.

is of a Quality that is a Positive Assurance of Satisfied Customers

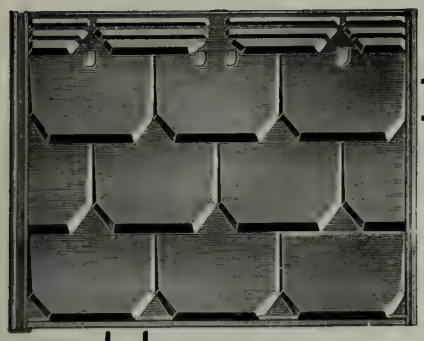
Our aim has always been to manufacture goods of superior quality and finish, and our increased business, we think, is sufficient evidence that our efforts have been appreciated; and in the future we will maintain the same standard at any cost.

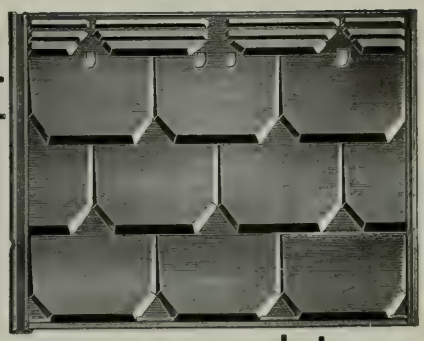
Write for full particulars on any line, also prices.

We do all kinds of wood turnings.

Head Office: London, Ont. Warehouse: Vancouver, B.C.

Factories: London, Strathroy, Tilbury.





The Old Reliable

"Eastlake" Steel Shingles

The ease and quickness with which "Eastlake" Steel Shingles may be laid is one of their strong selling points; especially now that labor is so expensive and building operations must be pushed forward with all possible speed. They make the most economical roof from the standpoint of service, as they require no painting or other protective treatment. "Eastlake" Steel Shingles are

FIRE, LIGHTNING AND WEATHER PROOF

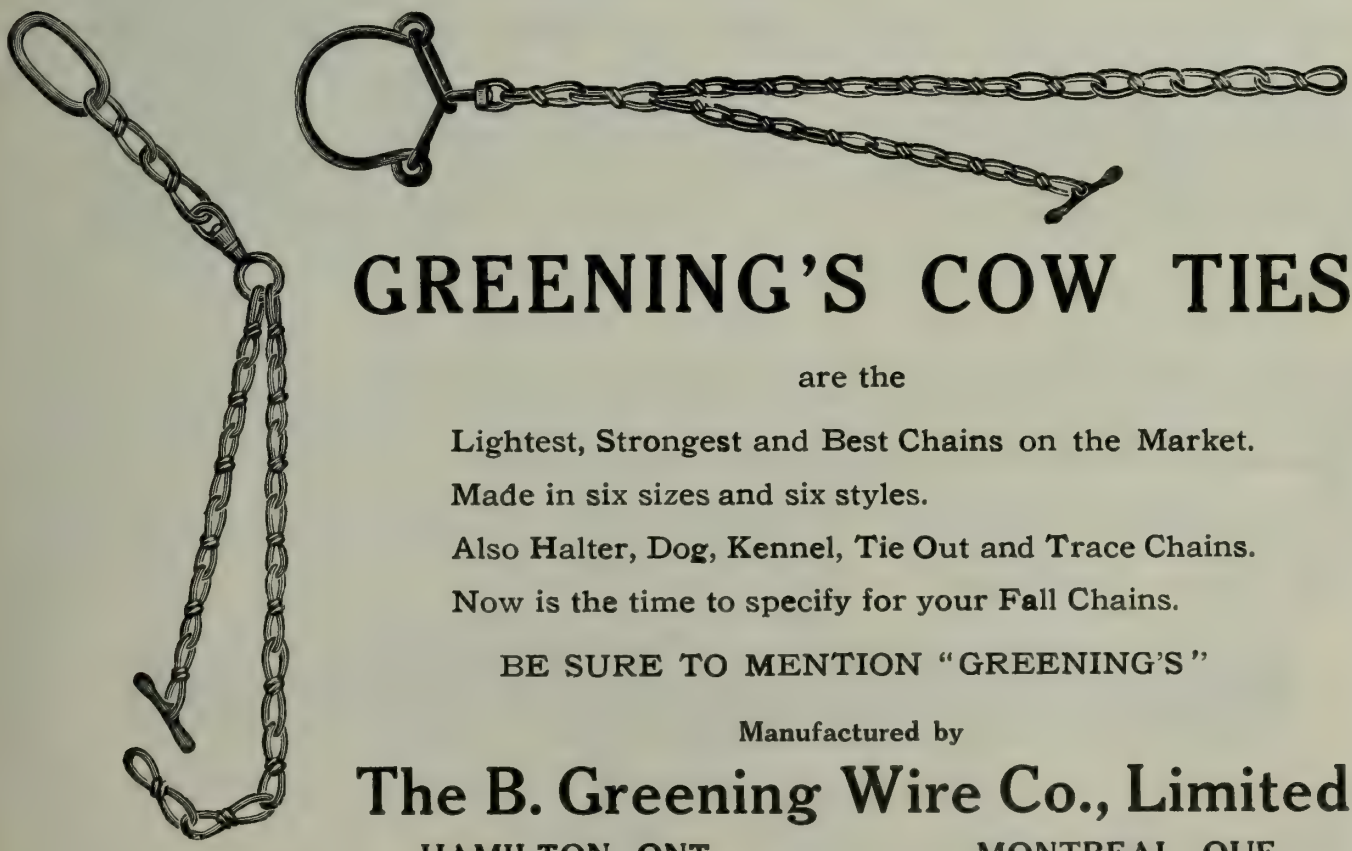
They are made of the best grade of sheet steel and are heavily coated with zinc. There are roofs in Canada on which these shingles have given **28 years of service,** and are still in good condition. There is no roof made that will cost less per year than one made with "Eastlake" Steel Shingles. These Shingles have exclusive patented features, such as the telescopic side-lock, concealed gutter, and counter-sunk cleats, that make them the easiest selling and most satisfactory steel shingle on the market. Ask us to send you full particulars. It means money to you, so write now.

We manufacture all kinds of sheet metal building materials.

The Metallic Roofing Co., Limited

Manufacturers

TORONTO and WINNIPEG



GREENING'S COW TIES

are the

Lightest, Strongest and Best Chains on the Market.

Made in six sizes and six styles.

Also Halter, Dog, Kennel, Tie Out and Trace Chains.

Now is the time to specify for your Fall Chains.

BE SURE TO MENTION "GREENING'S"

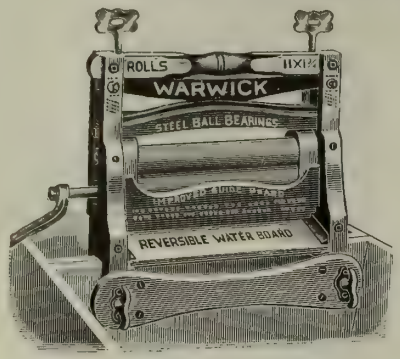
Manufactured by

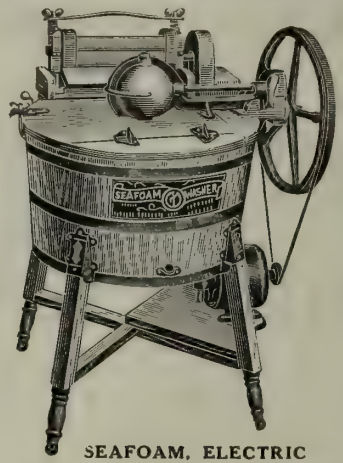
The B. Greening Wire Co., Limited

HAMILTON, ONT. MONTREAL, QUE.

WASHING MACHINES and CLOTHES WRINGERS

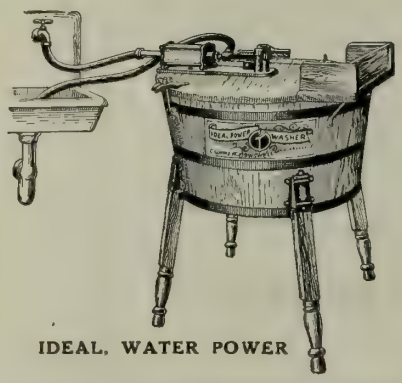
WE CAN DELIVER THE RIGHT GOODS AT THE RIGHT PRICES AT THE RIGHT TIME



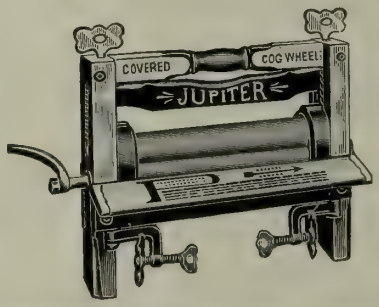


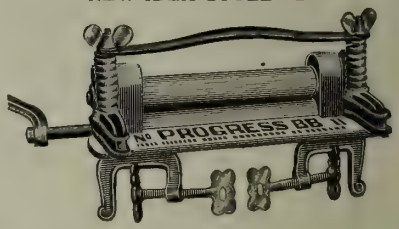
SEAFOAM, ELECTRIC

NEW IDEA STYLE "B"



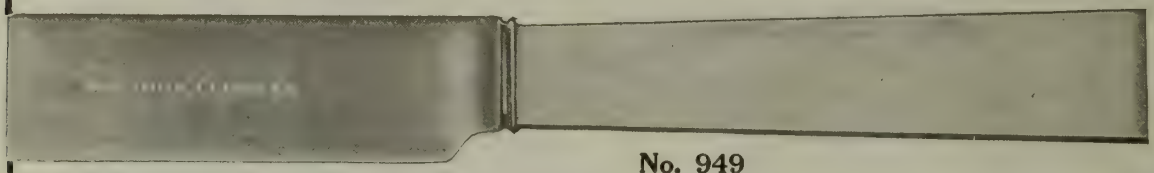
IDEAL, WATER POWER





CUMMER-DOWSWELL, LIMITED - HAMILTON, ONTARIO

High Grade Cutlery, Electro Plate and Solid Nickel Silver Flatware



No. 949

The Blade of our No. 949 Knife is made from a High Carbon Sheffield Steel, that is guaranteed to hold its edge. The Handle from the best English Grained Celluloid, and is warranted secure.

McGLASHAN, CLARKE CO., Limited, Niagara Falls, Canada

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.EI.

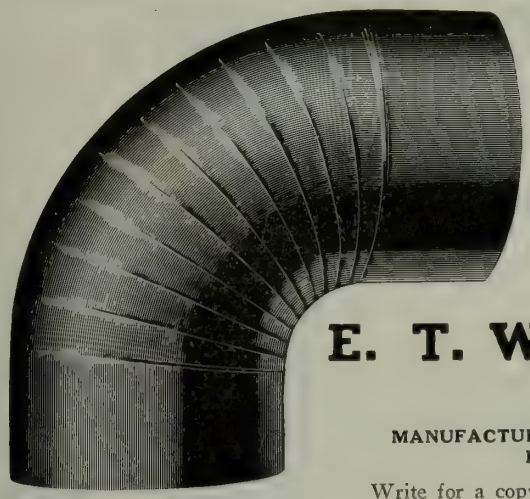
The Best Fitting Trough and Conductor Pipe on the Market is Still Being Made by us

Also Ridge Roll, Valleys, Elbows, Skylights, Ventilators **and Corrugated Iron**

We ship while others are thinking about it

WHEELER & BAIN, Toronto, Ont.

FURNACE ELBOWS - Machine Made



The busy furnace season is now here, and most furnace men have all they can do to attend to their numerous orders.

IT DOES NOT PAY TO MAKE YOUR OWN FURNACE ELBOWS BY HAND. We make these in large quantities—enough to supply the whole Dominion—and sell them at a price much below the initial cost of the hand-made article. Besides, they are much stronger, neater, and more acceptable in every way to the furnace owner.

TIN - BLACK - GALVANIZED

The material used is extra heavy gauge.
7 - 8 - 9 - 10 - inches.
All the standard sizes for furnace work.
Made in all angles, 45 - 60 - 90 degrees, etc.

E. T. WRIGHT CO., Limited

Hamilton, Canada

MANUFACTURERS OF STOVE PIPE ELBOWS, CONDUCTOR ELBOWS AND FURNACE ELBOWS

Write for a copy of our illustrated catalog now being distributed.

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

"PARKYTE" Sanitary Chemical Closets

No! Mr. Dealer, we do not make the cheapest closet on the market—honest material and workmanship won't allow us.

See that *cast iron top and bottom,* thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitators.

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HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

Vol. XXV. TORONTO, SEPTEMBER 27, 1913. No. 39

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JOHN BAYNE MACLEAN, *President* -:- H. T. HUNTER, *General Manager*

(ESTABLISHED 1887)

Cable address: Macpubco, Toronto; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

HARDWARE AND METAL

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CANADA—Montreal, 701-702 Eastern Township Bank Building; Toronto, 143-149 University Ave., Telephone Main 7324; Winnipeg, 34 Royal Bank Building, Telephone Garry 2313; Vancouver, H. Hodgson, 2649 Third Avenue West.

GREAT BRITAIN—London, Eng., E. J. Dodd, European Manager, 88 Fleet St., E.C., Telephone Central 12960.

UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Chicago, Ill., A. H. Byrne, 140 S. Dearborn Street, Telephone Randolph 3234; Boston, Room 643, Old South Building, Telephone Main 1024.

FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.

SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, $2 a year; United States, $2.50 a year; Other Countries, $3 a year; Single Copies, 10 cents. Invariably in advance.

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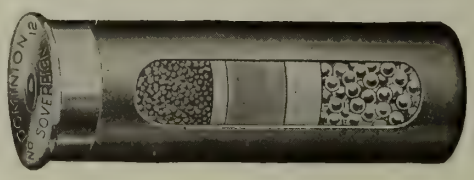

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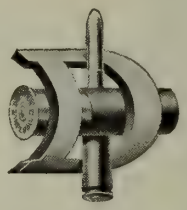
There is a  on every box of Sovereigns.

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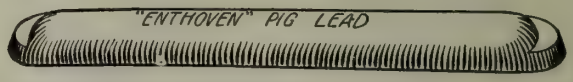

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HARDWARE AND METAL

Vol. XXV. SEPTEMBER 27, 1913 No. 39

Annual Convention of Western Boards of Trade

Business men of the western provinces gather at Winnipeg — Bonusing of industries discussed—Legislation asked for the establishment of means to collect small debts—Next convention to be held at Fort William.

WINNIPEG.—Questions which are of great moment to all the Western centres, and in a large degree also to Eastern manufacturers and business men generally, were discussed at the meeting of the Associated Boards of Trade of Western Canada.

On the subject of bonusing industries a lengthy discussion took place, and, while many are opposed to this procedure, it was made very clear that some of the Western cities have found this beneficial, and are determined to continue their policy in face of any action—such as was proposed in a resolution—which may be taken by the Government.

Another problem which received attention was thatof charters, held by various railway companies, and renewed, despite the fact that no actual work is commenced.

A Fruit Trust Alleged.

The wholesale fruit trade also was dealt with, it being openly stated by some that this is no better than a trust

Questions of technical education and of good roads were also considered; while one of the most interesting discussions of the gathering, in view of present conditions, was that upon the collection of small debts.

Throughout the gathering the keenest interest was taken by the large number in attendance, and there is little doubt that the ideas brought forward and the resolutions passed will have a good effect. Next year's convention, it was decided, is to be held in Fort William—this in face of a strong fight for the honor put up by those present from Prince Albert. Richard Loney, of Moose Jaw, was elected president for the ensuing year.

Bonusing Industries.

It was D. Y. Leslie, of Swift Current, who brought up the question of bonusing industries, he moving a resolution urging that legislation restrictions on this procedure be enforced and supplemented. "This practice is practically jeopardizing the future of our cities and towns," said Mr. Leslie. "When a manufacturer intending to employ ten men asks for a $20,000 bonus, as I know occurred in one case, I think it is time to stop."

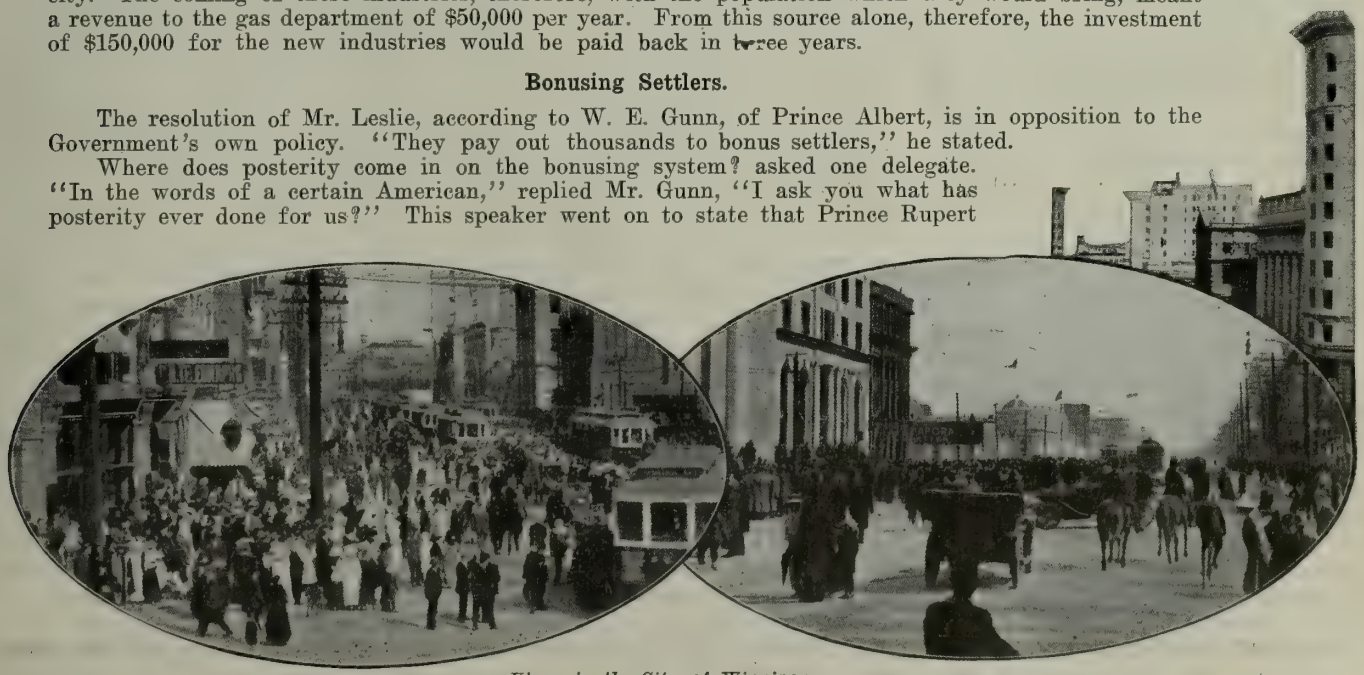
That this practice of bonusing is leading to recklessness on the part of sub-division speculators was affirmed by G. C. Thomas, while H. B. Gordon pointed out that Winnipeg has for long refused to bonus any industries.

W. B. Wilcox, of Medicine Hat, took the other side of this question. In the last 18 months his city had granted to new industries 137 acres. These, with other concessions, cost about $150,000. The industries, on the other hand, when completed, will employ 1,900 men. Mr. Wilcox here gave an illustration showing the value to the city of these men. It had been shown that by selling natural gas at 13½c per thousand and at 5c per thousand for manufacturing purposes a revenue of approximately $5 per head of population accrued to the city. The coming of these industries, therefore, with the population which they would bring, meant a revenue to the gas department of $50,000 per year. From this source alone, therefore, the investment of $150,000 for the new industries would be paid back in three years.

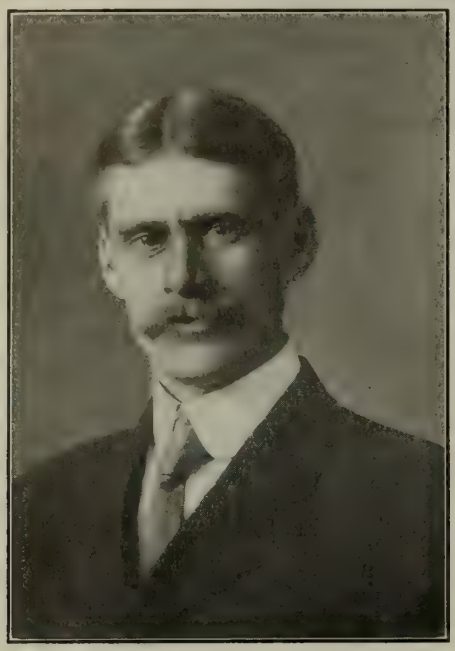
Bonusing Settlers.

The resolution of Mr. Leslie, according to W. E. Gunn, of Prince Albert, is in opposition to the Government's own policy. "They pay out thousands to bonus settlers," he stated.

Where does posterity come in on the bonusing system? asked one delegate. "In the words of a certain American," replied Mr. Gunn, "I ask you what has posterity ever done for us?" This speaker went on to state that Prince Rupert



Views in the City of Winnipeg.



RICHARD LONEY, Moose Jaw, Sask.. The newly elected president of the Associated Boards of Trade.

A. A. WILSON, Fort William, Ont. Elected first vice-president. Convention goes to Fort William next year.

C. H. WEBSTER, Calgary, Alta. Secretary of the Associated Boards of Trade of Western Canada.

was to continue bonusing, no matter what the board might decide. They have certain lands belonging to the city, and would sell these to new concerns at a nominal figure, say, $1 per acre, if not allowed to give away sites.

At this time the resolution was put to the meeting and was lost.

Straw Charters.

As on the question of presenting industries with land or money, so on the matter of charters held by railway companies, was there a division of opinion. J. W. Meliss, of Humboldt, Sask., expressed himself very strongly on this matter. People in this district, he said, have settled there upon the promise of certain railways that lines would be constructed very shortly. One company had a charter in 1907. This was renewed in 1909, and again in 1911, though nothing had been done. "We should oppose the renewal of charters," said Mr. Meliss, "unless promised that construction will be immediately undertaken."

A. A. Wilson, of Fort William, urged that the railways are doing all possible for the West—especially the three larger ones. "Why," said Mr. Meliss. "these are the ones I have been referring to."

Upon this subject the following resolution was finally passed:

"That direct representation be made to the Dominion and provincial governments urging that unequivocal legislation be passed without delay to govern the granting of renewals of charters to railway companies, corporations or individuals, such legislation to demand from railway companies, or others on being granted either a new charter or charters, or renewal of an existing charter or charters, a guarantee of a reasonable amount of construction within a reasonable period of time, the amount of construction and the period of time to be definitely stipulated in such legislation as may be passed; further, that such legislation should make it impossible for any railway company, corporation, or individual to hold a charter or charters for more than five years without completing construction thereon to the extent of operation; further, that it be a recommendation from this convention to every affiliated board of trade, that they secure the support of their respective Dominion Government representatives for such legislation."

To Investigate Fruit Combine.

F. Maclure Schlanders, of Saskatoon, stirred up great interest by his resolution petitioning the Dominion Government to appoint a commission of enquiry to prosecute a searching investigation into the wholesale fruit business of the West. Mr. Schlanders claimed that there was evidence to show that the wholesale fruit business was in the control of the monopoly. He contended that a commission properly appointed would bring out astonishing facts, and he held that the producer could get the same price for his product and the public obtain its fruit much cheaper.

J. Crawford went even further than Mr. Schlanders, contending that one wholesale firm controls the whole business in the West.

E. V. Battley, of St. Boniface held that the fruit growers ought to be their own distributors, while H. B. Gordon, of Winnipeg, brought out the other side of the argument, declaring that extensive losses in connection with the transportation of fruit from the East and British Columbia is largely the cause of the high cost of this food. Nothing immediate was done in this regard.

Upon the question of collecting small debts, G. F. Hutchings, of Calgary, brought in a resolution asking that the governments of the three prairie provinces be requested to enact legislation allowing garnishee in the case of default of small debts, and also asking that a debtor may be examined on oath as to his real and personal property. A law similar to that of Ontario for the collection of small debts was wanted, Mr. Hutchings declared. The intention was not that such legislation should work a hardship on debtors in temporary difficulties, but that the judge should be given discretionary powers.

Many of those present agreed that some such measure was needed. H. D. Pickett, of Moose Jaw, however, pointed out that in Saskatchewan an application can now be made to a judge for subpoena, and the judge can make an order for weekly or monthly payment. To his mind the greatest weakness in the law is that there is no provision for compelling a man leaving one province for another to pay his debts. He believed that a man should be restrained from leaving until he has cleared up these debts. Such measures are in existence in Nova Scotia and New Brunswick and might well be adopted here.

It was finally determined to petition the government to make the legislation

required, and the attention of the delegates quickly shifted to the advisability of the Western Canada Associated Boards conferring with the other Boards of Trade throughout the Dominion with the object of forming a national body. D. J. Campbell, of Calgary, contended that a larger scope was needed. Questions are coming up which would be better dealt with in the separate provinces. He therefore thought that it would be wise to have provincial boards of trade and to have members elected from these provincial boards to a national board. W. J. Forster, of Calgary, seconded this motion, urging the need of provincial associations on account of distance as well as on account of conflicting claims of the various provinces.

C. N. Bell, of Winnipeg took the same ground, though he was not so sure that a national board would achieve the ends desired. That such a national board would bring the East and the West into closer relations, was held by E. D. Martin, of Winnipeg, and by R. J. Burdett, of Fort William. R. C. Long, Past President, also thought such a national board would be for the best interests of trade for the whole country, and his putting the resolution to the meeting, showed that this was the general opinion.

Value of Good Roads.

The value of good roads was brought out by D. J. Campbell, of Calgary, in a striking manner. Mr. Campbell used the crop of 1911 as an illustration. That year there had been 4,378,131 tons of wheat, 927,967 tons of oats, 215,700 tons of flax, 151,228 tons of barley and over 1,000 tons of rye. Adding the tonnage for roots, he showed that about 6,600,000 tons were hauled during 1911. This, at a cost of $2.00 per ton, made a total expenditure hauled of $13,244,476. He held that 60 per cent. would be saved in hauling were the roads good—this not only because each team would be able to draw a heavier load, but because there would be less wear and tear on the horses and on the rigs, and therefore less depreciation. If these figures were right, he pointed out, good roads would have saved, in handling the 1911 crop over seven million dollars. The increased value of farm lands due to good roads and improvements in social conditions was also to be remembered.

After hearing Mr. Campbell, the resolution asking the Government to take further steps to improve the highways, passed unanimously.

The register showed the following in attendance:—

A. A. Wilson, Fort William; R. J. Burdett, Fort William; W. E. Gunn, Prince Albert; D. J. Campbell, Calgary; W. H. Willson, Calgary; W. G. Fowler, Calgary; J. W. Campbell, Calgary; R. J. Hutchings, Calgary; C. H. Webster, Calgary; H. D. Pickett, Moose Jaw; R. H. Sweet, Moose Jaw; John Crawford, Moose Jaw; Richard Loney, Moose Jaw; M. Isbister, Saskatoon; F. Maclure Sclanders, Saskatoon; F. E. Harrison, Saskatoon; F. W. Mellis, Humboldt; G. C. Thomson, Swift Current; D. Y. Leslie, Swift Current; W. B. Wilcox, Medicine Hat; Mayor Berry, St. Boniface; J. A. Marion, St. Boniface; John Rowan, Melville; J. W. Dawsay, Melville; Bruce Campbell, Selkirk; Dr. D. G. Ross, Selkirk; G. C. Calvert, Lanigan; D. E. Gilhooly, Lanigan; John Stovel, Winnipeg; C. N. Bell, Winnipeg; E. D. Martin, Winnipeg; H. M. Belcher, Winnipeg; H. Bruce Gordon, Winnipeg.

Business Situation and Year's Progress Dealt With by President and Secretary

THE PRESIDENT'S ADDRESS.

Gentlemen:—

"As retiring president of the Ninth Convention of the Associated Boards of Trade of Western Canada, I have the honor to present this annual address.

"At the outset, let me say that the attendance at the present convention must be gratifying to those who, during the past year, have striven with me toward rendering our organization of real usefulness to the community as a whole.

"It is my hope that the holding of our convention for the first time in the City of Winnipeg will mark the advent of a fuller activity for our association than it has yet been able to attain. This, because Winnipeg is the most important factor in our commercial, financial and industrial life; she is, in fact, the Mecca of Western business activities; and there are within her gates so many citizens who have continually exhibited a sincere and most commendable public spirit, and whose influence, experience and broad-minded outlook have borne much good fruit throughout the West as a whole.

"And, at this particular juncture we require the added guidance and co-operation of such men, because it is now necessary that the whole life and influence of our association should be vitalized and expanded in keeping with the general development of the country; it is now essential that we be amply equipped to encounter and solve the varied and most intricate problems affecting our welfare—problems which have been precipitated by our phenomenal development. At present, we are not so equipped; nor have we ever been in the past. As a matter of fact, and particularly during recent years, our chronic condition has been one of financial decrepitude; there has been barely sufficient cash on hand to liquidate ordinary petty expenses, while the labors of our secretary have been purely honorary. I feel, gentlemen, that there is no reason for such unpropitious conditions, and I respectfully submit that in the light of our achievements, they are unmerited, and that considering the circumstances under which we have been compelled to operate, our achievements have not been entirely negligible.

"To my mind, the past year will prove to be one of the most remarkable in the history of this West—a year which later historians will refer to as heralding in a truer economic condition of things, and a better, safer and sounder general basis. During it we have seen the passing of hysterical real estate activity when men looked to such speculation as their main source of revenue and considered their legitimate business in the light of a mere side line. We have also witnessed the passing of the remote subdivision shark. He has mercifully relieved us of his unwelcome presence. His operations have been dire and pernicious and have affected all Western cities; and, while we are agreed as to the sterling character of good city property purchased from good people, it is certain that every thoughtful Westerner detests the parasite who has fattened upon our prosperity and the credulity of the world beyond, and whose small and crafty spirit can never know the faintest impulse of honest patriotism. It is my hope that provincial legislation will render such abuses impossible in the future; and I congratulate the citizens of Calgary upon their recent initiative toward that desirable end.

"While it is my conviction that there will probably be as much money made in future Western realty and land investments as there has been in the past, I, nevertheless, believe that it will be made in a safer, saner way. It must have been glaringly apparent to those who thoughtfully contemplated realty conditions as they were last year, that they could not long continue so. It must now be evident that had they done so there would, ere long, have come a crash and a calamity under which we should have staggered for years. That the tide turned when it did was surely a veritable blessing for which every intelligent individual should be devoutly thankful.

"Gentlemen, I look upon the present

lull as merely the little step backward for the big leap forward; and it certainly seems to me that all things have worked together for the good of this our beloved land. The European troubles, coupled with an unprecedented industrial activity in Great Britain, brought about a scarcity of money, which, in turn, not only checked real estate hysteria, but also permitted us a thoughtful breathing spell—a moment for a pause and a glance around, so that we might recover our economic equilibrium, so that we might confront and conquer those problems which had stealthily accumulated—problems upon the solution of which our thoughtful people are now earnestly absorbed.

"Now, not only has the present lull influenced sounder conditions in the realm of commerce, but, as you all know, its effect upon our agricultural community has also been most marked and most beneficial. Of this there is encouraging evidence in the statistics furnished from Ottawa for the year ending 30th June last. From these it will be seen that in Saskatchewan, for instance, the number of milch cows shows an increase on the previous year of 163 per cent., sheep 151 per cent., and swine 88 per cent. Similar remarkable increases are also apparent in the sister provinces.

More Mixed Farming.

"Surely, such indications prove that the farmer has also grasped the blessing of the general breathing spell, and that the one-crop fallacy now appeals to him in its true light. I am satisfied, gentlemen, that most of the intelligent men upon our lands have now realized that it is impossible to starve out the mixed farmer, and that, after all, the primary function of the land is to provide food for the farmer's own table. And, I am persuaded that this welcome change has been brought about by the tightness of money. It is also my humble conviction that we are now witnessing the first real awakening of diversified agriculture on these prairies; and if the progress of the past year be any criterion for the years to follow, we shall swiftly achieve the cherished ambition of our economists and become a mighty exporting country instead of a great importing one.

Popularity of Canadian Securities.

"Those of you who are familiar with financial conditions are aware that there is now an immense accumulation of money in the Old Country, and that bank reserves and deposits there are higher now than for a long time past. The explanation is that during the European disturbances, investors suspended their normal operations, while all the time, money in the form of dividends, etc., came pouring in from all corners of the earth. However, it is the opinion of those who are closely informed, that an early reaction would now seem inevitable, and it is certain that Canadian securities and investments will then demonstrate their outstanding popularity.

"Meantime, it is encouraging to mark from every reliable source of information that the financial cloud is now vanishing before the sunshine of days which, in my humble opinion, will be brighter and better than any we have yet known. One matter for sincere congratulation is that, in this West, our crop is our source of revenue—a revenue which is entirely immune from the influence of the money market, and which this year promises to be far greater than ever before. During recent weeks, it has been my privilege to travel somewhat extensively throughout the country, and I have been simply amazed at the magnificent character of the crops. Never in all my Western experience have I seen fields which averaged better. Further, the grade will be unusually high; and it is my conviction that when final figures are available our harvest will astonish even those who may now seem unduly optimistic in their estimates. Naturally, the influence of such a harvest upon the world beyond from which we so largely depend for development money, will later reflect most beneficially upon us.

"Before concluding my brief and very inadequate resume of general conditions, permit me to mention a very encouraging feature. It is this—that notwithstanding the scarcity of money, legitimate business in practically every line has been most satisfactory with us. Now, just so long as such is the case, it must be obvious that Western Canada has not suffered in any important sense. Let me respectfully submit this as an important and reassuring consideration.

"As the programme before this Convention embraces many matters of moment to us all, I will not detain you longer; but ere concluding, will you allow me to express my sincere thanks to the gentlemen of the executive who have been so faithful in their co-operation during the past year. I would also express my deep appreciation of the honor conferred last year by my election as president. I can only say that in that capacity, I have done my very best in the hope that the high standard set by my predecessors might not be materially lowered.

"I trust, gentlemen, that the courteous consideration of all matters which has characterized previous conventions will continue a pleasing feature of this one; and that the outcome of the present gathering will be for the great and lasting good of this our wondrous heritage—our beloved land."

THE SECRETARY'S ADDRESS.

Chas. H. Webster, Calgary, secretary of the association, read the following address:—

President and Members of the Associated Boards of Trade of Western Canada:—

"I beg herewith to submit for your consideration the synopsis of the follow-up work in connection with the resolutions that were endorsed by you at your last meeting, and in this connection I might say that this report will take the place of the bulletins that it has been customary to issue during former years. You are, no doubt, aware of the fact that no bulletins have been sent out from the secretary's office since the holding of the Ninth Convention, the simple reason being the lack of the necessary finances and the fact that existing conditions with regard to the future prospects and final support were not sufficient evidence to encourage your secretary to undertake the liability.

"Further, while no doubt the idea of the bulletin is a good one, it is questionable whether or not the expense is warranted, as such a considerable number of bulletins are published and there is a possibility of only a small percentage of them receiving attention. While I do not advocate the complete elimination of the bulletin system, I would advise its continuation in a more modified form, namely:—by issuing individual bulletins, or, in other words, advising the different boards from time to time, regarding the progress their resolutions are meeting with, closing the year by issuing one general bulletin dealing finally with the result of the year's work. With this end in view I will ask your indulgence for a few moments while I endeavor to place before you in as concise a form as possible the attention we have received at the hands of those to whom the resolutions were addressed.

"The resolution, 'Freight Rate Experts,' introduced by the Moose Jaw board, was submitted to the different provincial governments. In a reply received from the Saskatchewan government our attention is drawn to the fact that this would mean the inauguration of a new department entailing a considerable expense, and before the government would care to commit themselves, they would have to subject the proposition to a thorough investigation with a view of becoming satisfied that the advantages would be sufficient to warrant the expenditure.

"The Manitoba government take practically the same stand; as it is a proposition that has never been considered by the government and will require considerable investigation. We are advised by the Alberta legislature that the resolution will receive their consideration in

due course, and I am sorry that I find it necessary to report no further definite replies to our numerous communications.

Government Realize Importance.

"The resolution, 'Government Elevators and Terminal Facilities at the Pacific Coast,' was introduced by the Red Deer board. In this connection the following communication was received from the Rt. Hon. R. L. Borden:—'This subject is engaging the attention of the Government. At the present time I am not able to make any announcement respecting our proposals, but you may rest assured that the Government realizes the very great importance of the consideration to which you have directed our attention.'

The Immigration Question.

"The resolution, 'Extension of Immigration Policy,' introduced by the Saskatoon Board, has been finally dealt with, and the following communication was received from Mr. W. D. Scott, superintendent of immigration:—'I have had referred to me for attention your letter of the 17th inst., addressed to the Minister of the Interior. It is believed by the department that as a general thing a sufficient supply of immigrant help is directed to the cities in the ordinary course. Whether this is true in all cases I am not prepared to say, but at any rate, I believe the cities are better taken care of than the country districts, especially in Eastern Canada. I do not think it likely that the present policy of encouraging only farmers, farm laborers and female domestic servants to immigrate to Canada is likely to be materially altered. With regard to the disposal of the immigration building at Saskatoon, I may say that there are no longer any free grant lands in that district, and consequently it is quite unlikely that any homesteaders will stay over in Saskatoon for any period. The class of settlers who will go into that district from this on will be principally men with some money who are able to purchase improved or unimproved land, and it is felt that such men will be able to find the necessary accommodation in one or other of the hotels. We do not maintain immigration halls elsewhere for the care of general laborers or skilled mechanics. The immigration of a considerable number of domestics to that part will, I am sure, fill a long felt need, and our building can serve a better purpose by such a use than if we maintained it for the comparatively few settlers who are likely to require this accommodation.'

THE NEW OFFICERS FOR COMING YEAR.

President,
Richard Loney, Moose Jaw.
First Vice-President,
E. D. Martin, Winnipeg.
Second Vice-President,
E. A. Dagg, Calgary.
Third Vice-President,
A. A. Wilson, Fort William.
Fourth Vice-President,
F. W. Mellis, Humboldt.

Storage Elevators.

"The resolution, 'Interior Storage Elevators,' produced by Calgary Board, brought the following replies as follows:—'In the Saskatchewan government's election manifesto for last summer's campaign we inserted a plank to effect that if the Dominion Government failed to fulfil its duty in this matter we should deem it our duty to investigate the whole question to determine how far we should go in endeavoring to meet the necessities of the case. Following our elections a session of the legislature was held this past winter and the question was fully debated in the House. The opinion was, I think unanimously, expressed that the duty in connection with the establishment and maintenance of interior storage elevators is a duty devolving wholly upon the Dominion authorities.'

(Signed) WALTER SCOTT,
Premier of Saskatchewan.

"Other considerable correspondence has passed between your secretary and Mr. F. C. T. O'Hara, deputy minister of trade and commerce, the final one under date of August 29th, 1913, reads as follows:

"'Replying to your letter of August 23rd, I beg to state that the tenders for the elevators at Moose Jaw and Saskatoon are not expected in until the 8th of September. The Board of Grain Commissioners, however, at Fort William, have full charge of this matter, and I would suggest that you communicate with them. There is really no further information that I can give you at the moment, other than sending you herewith a copy of the call for tenders. I doubt very much if any announcement will be made in time for you to include in your report, which you state you are preparing for presentation at the next convention, September 11th, 12th and 13th.'

M. ISBISTER, Saskatoon.
The retiring president of the Boards.

C. N. BELL.
Secretary of the Winnipeg Board of Trade.

HARDWARE AND METAL

Vol. XXV. No. 39 Toronto, Canada, Sept. 27, 1913 Two Dollars per Year

THE TESTIMONIAL.

AT ONE time the testimonial idea was the mainspring of advertising. Most copy consisted of testimonials to the merit of the article sold by the advertiser. But the idea became overworked and fell to some extent into disrepute.

The testimonial ad. is now coming to the front again, but in a new form. We find indirect testimonials in every newspaper or magazine that we may pick up. A picture of a pretty cottage with vine covered porch; young husband striding off to business; pretty wife in doorway, waving hand and calling after him (in 48 point type) not to forget to bring back a box of Tostpoasties. A man entering his house from the wintry outside; coat covered with snow; feeling the welcome of home, he utters a heartfelt vote of thanks to himself for his foresight in putting in a —— furnace; all told in a graphic specimen of the advertising artist's work.

And there can be no doubt on the score of the potency of the indirect testimonial advertisement. The pill of facts is coated with the sugar of narrative. Perhaps the whole story of the merit of a certain article is told in a picture which the reader can take in at a glance.

All of which leads up to the fact that the testimonial idea can be worked to splendid advantage by the retailer, not only in his advertising but in many other ways as well. Nothing is more conclusive to the mind of the average person than the fact that some neighbor or acquaintance has owned and found satisfaction from the article under consideration. Bring out a statement of this kind at the tail end of a sales talk and the deal is as good as closed. The proof of the pudding is in the eating and inasmuch as people cannot judge an article by personal use, they are prone to allow themeselves to be guided by the experiences of others.

Many hardware dealers have tested out the testimonial plan and found it highly effective. A favorite scheme is to issue either a circular or a booklet containing signed testimonials from customers who have bought a certain article. It has been found that the circulation of this matter invariably brings good results. This plan is followed largely to advertise stoves.

Some dealers make it a practice to ask customers, who have expressed satisfaction with stoves bought from them, for permission to refer prospective customers to them. When permission is granted—and it is seldom refused—the dealer finds that he has a most effective weapon at his disposal. A personal testimonial from a satisfied customer is guaranteed to result in a sale nine cases out of ten.

U. S. TARIFF CHANGES.

THE FACT that the tariff propaganda of the Wilson administration has been passed through the Senate without radical alterations and that the Customs Tariff Bill will likely become operative in the early part of October, has awakened a great degree of activity in world's trade circles. In Great Britain manufacturers are beginning to discuss the possibility of getting a stronger foothold on American markets, now that Uncle Sam has condescended to lower his tariff walls sufficiently to make competition possible.

In hardware lines, the new tariff will not make a very radical change. The average duty on raw and manufactured metals will be reduced from somewhere in the neighborhood of 80 per cent. to less than 50 per cent. On some lines which have been imported from Britain to the United States in large quantities, despite the handicap of a high duty, there will be a large reduction. This will leave a sure loophole for the extension of British trade. Some of the articles coming under this head are cutlery, tools, saw plates, crucible steel and kindred lines.

It is understood that already British firms are appointing American representatives or even going to the length of opening branches in the United States. Although considerable uncertainty exists as to how the changes will work out, it can be accepted as certain that the inauguration of the lower tariff will bring British goods into the American market in larger volume than ever before.

That Canada will be affected to some extent by the increased activity of British manufacturers seems equally certain. The added interest attached to the U. S. market will be extended toward Canada as well.

"DICTATED, BUT NOT READ."

SOMETIMES you open a letter nowadays and find at the bottom the phrase, "Dictated, but not read." You learn in this way that your correspondent dictated the letter but did not find time to read it over afterwards to make sure that his thoughts had been properly transcribed.

Opinions differ as to whether a business man is justified in adopting this catch phrase. Those who use it, point out that they frequently have not time to read over all their letters before they are sent out and that the phrase enables them to explain any errors which might creep in. Those who objeet to it, declare that it is better to let the recipient of a faulty letter think the writer failed to detect the mistakes rather than that he was too

negligent to care how the letter went through; in other words, that it is better to be thought careless than indifferent.

In any case, the fact remains that the use of the phrase will often give offence to persons of a certain temperament. It is used, of course, because the writer lacks the time to go through his correspondence but to the recipient it will often look as though the writer had been indifferent as to whether the letter went out right or not. Offence will often be taken.

It would not be advisable for a retailer to make use of the phrase in writing to customers. A certain number would take offence and business would be affected to some extent at least.

THE BUSINESS SITUATION.

A FEW complaints are still heard on the score of business, but on the whole the atmosphere has cleared. The storm clouds which have obscured the trade horizon for the past six months, are being dispersed before the rising sun of confidence.

Merchants in all parts of the country report that business is growing. This is due in some degree to the fact that fall always brings renewed activity but a share is undoubtedly due to the improvement in business conditions.

Despite the fact that building permits have been falling off, there does not seem to have been any detrimental effect exercised on the sale of hardware. Reports indicated that business has been good in building lines.

POINTED EDITORIALS.

Thorough collections are the life of trade.

* * *

All enthusiasts may not be good salesmen; but all good salesmen are enthusiasts.

* * *

The weather man, by bringing a bumper crop, has ruled the pessimist out of order.

* * *

A proper system is the only foundation on which a permanent business can be built.

* * *

By the way, the Christmas season is drawing near. Time to be planning out the campaign.

* * *

If a piano manufacturer can be optimistic, there is no excuse for the hardwareman who fails to look on the bright side of things.

* * *

"You're glad to quote prices to people who ask. Why miss chances to quote, by price tickets, to those who do not?"—Tooke Talk.

* * *

A demonstration to be successful should be conducted where it will be seen by the most people. What place could be more suitable than the fall fair?

* * *

When the past president of the C. M. A.—a piano manufacturer, can talk glowingly of business prospects in a time of financial depression, surely it is time for those who have been harping on "hard times" to change to another tune.

Better Debt-Collecting System Wanted

Western merchants will be greatly interested in the resolution passed by the Associated Boards of Trade of Western Canada dealing with the payment of small debts. The point chiefly discussed was the want of legislation to make a debtor pay his bills after his creditor had secured judgment against him. This resolution will be presented to the Manitoba, Saskatchewan and Alberta governments requesting them to enact legislation along the lines suggested in it.

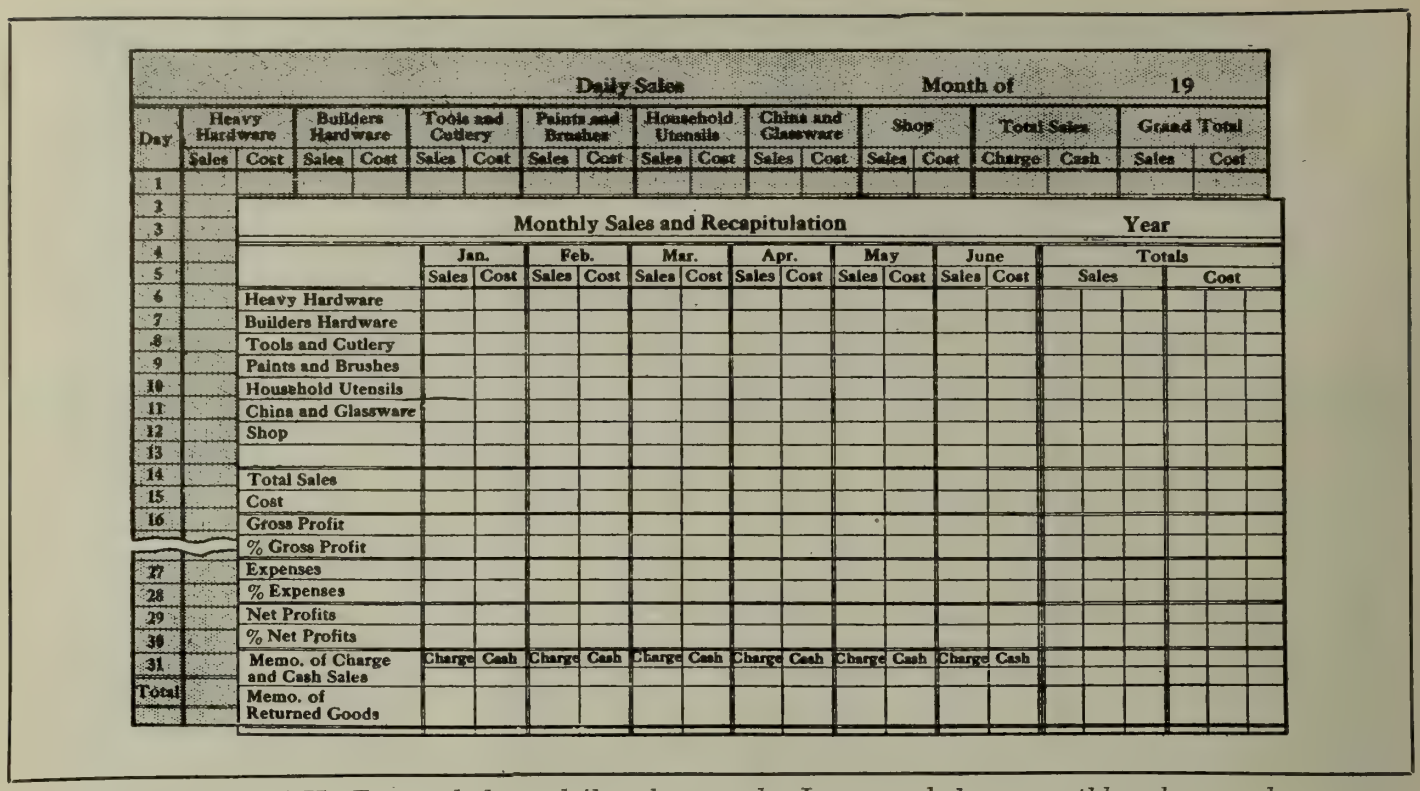
If legislation is passed along the lines requested, it will enable creditors to have garnisheed the wages of those who owe them and to receive a certain sum of money per week, month, etc., until the debt is paid.

"Any party," reads the resolution, "having an unsatisfied judgment or order for the payment of money by any person residing in the Province of ———— may, upon filing with the clerk of the District Court in which the judgment debtor, garnishee or other person so ordered to pay resides, a copy of the said judgment or order, obtain from the said clerk a subpoena which shall be served personally upon the person to whom the same is directed, requiring him to appear before the judge of the said court at a time and place therein expressed, to answer such things and to produce such books, papers and documents as are therein named; and if the defendant appears in pursuance thereof he may be examined upon oath touching his property, real or personal, belonging to him, or alleged to belong to him, and his estate and effects, and the manner and circumstances under which he contracted the debt, or incurred the liability which formed the subject of the action or proceeding, and as to the means and expectation he then had, and as to the property and means he still has, of discharging the said debt or liability, and as to the disposal he has made of any property, and what debts are owing to him. The costs of such summons and of all proceedings thereunder shall be in the discretion of the judge."

If it is found out in the inquiry that the defendant who was ordered to pay is in receipt of a salary sufficient for the support of himself and his family and also to allow a weekly or monthly payment to be made, power is wanted for the Judge to make an order directing him to pay to the plaintiff a specified weekly or monthly amount. Or if the defendant has a trade or calling which would enable him to earn sufficient money for the above purposes, the same power for the Judge is asked for.

This is undoubtedly something badly needed in Western Canada. As it is at present a merchant may befriend someone, in the matter of giving credit, only to find that he has an exceedingly long chance of getting his own, should the debtor refuse to pay. Western merchants should follow up this resolution which is going to the governments of the three Western prairie provinces and see that some such system is adopted.

As The Canadian Grocer has pointed out often in this past, what is really required all over Canada is an inexpensive small-debt court which would not only collect a debt but allow the merchant something after it has been collected.



Daily Sales — Month of — 19

Day	Heavy Hardware		Builders Hardware		Tools and Cutlery		Paints and Brushes		Household Utensils		China and Glassware		Shop		Total Sales		Grand Total	
	Sales	Cost	Sales	Cost	Sales	Cost	Sales	Cost	Sales	Cost	Sales	Cost	Sales	Cost	Charge	Cash	Sales	Cost
1																		
2																		

Monthly Sales and Recapitulation — Year

	Jan.		Feb.		Mar.		Apr.		May		June		Totals					
	Sales	Cost	Sales	Cost	Sales	Cost	Sales	Cost	Sales	Cost	Sales	Cost	Sales			Cost		
Heavy Hardware																		
Builders Hardware																		
Tools and Cutlery																		
Paints and Brushes																		
Household Utensils																		
China and Glassware																		
Shop																		
Total Sales																		
Cost																		
Gross Profit																		
% Gross Profit																		
Expenses																		
% Expenses																		
Net Profits																		
% Net Profits																		
Memo. of Charge and Cash Sales	Charge	Cash	Charge	Cash	Charge	Cash	Charge	Cash	Charge	Cash	Charge	Cash						
Memo. of Returned Goods																		

Forms I and II: Top card shows daily sales record. Lower card shows monthly sales record.

Keeping Close Records of Sales and Profits

How a hardware dealer, finding that his business was going behind, instituted a system to check all sales and trace results in individual departments—The forms used for this purpose — System enabled dealer to trace and correct leaks.

Reproduced from System, the Magazine of Business.

A Minnesota hardware dealer had just finished taking his annual inventory. After totalling the figures and casting up his liabilities, he found he had just about broken even on the year's business, instead of having the surplus which he had expected in view of the good trade experienced right along. He had started some years before, and had succeeded fairly well during the period when his business was small enough to be handled by himself and one clerk. As the town grew from a straggling village to a fair-sized city, however, competition, keeping pace with this growth, had resulted in a considerable lowering of the margin of profit. Sales had increased tremendously; the annual volume ran over eighty thousand dollars.

The owner knew he was a fair manager, a good buyer, and while he had never taken the time or trouble to analyze his store problems closely, he had consoled himself with the thought that, though he was selling on a close margin, the volume of trade was certainly making him money. To handle his increased business meant, of course, that expenses of all kinds had risen proportionately. While conservative, he made the mistake, so common among retailers, of not establishing a proper ratio between expense per cent. and profit per cent.

His last three inventories had not been satisfactory, but he had been able to cite various reasons to account for his poor showings. The inventory just taken, however, brought him to realize that a change must be made in the store if he was to keep it from going into the sheriff's charge. He must discover what was wrong, and remedy the faults without delay.

Taking counsel with the owner of a successful manufacturing business—a thoroughly live man and a close friend—he explained his situation and asked his advice. His friend had a keen sense of analysis, and, after looking over the books and stock, and asking a good many questions, he decided that the sales were either carrying a too heavy percentage of small profit lines, or that the general mark up on stock was too low to make up for the expense incurred. Pointing this condition out, he advised putting in a record of sales and expenses by departments which would reveal the source of weakness.

A daily sales sheet (Form 1) was the first step in this direction. Six general classifications of the store's merchandise were made, which could later be amplified if more lines were added, or if it were at any time desirable to further divide the lines making up the six column headings. This latter contingency was not anticipated, however,, as the schedule provided a fair separation of the goods in arriving at a comparison of sales, costs and profits for a store of this size.

It was also decided to add a column for the repair shop which was run in connection with the store—charging it with all materials and labor, and crediting it with the proceeds in sales.

Sales tickets were put into use for both charge and cash sales, and, as items were put down on the sales slip by the

clerk, he also entered the cost in cipher from the price ticket attached to the article. Each morning the totals of both charge and cash sales were first cast up and entered in the column of total sales for the day. The costs were also totaled from the sales slips. The items were then thrown into the six general classifications of the store's merchandise, after which the amounts of sales and costs of each were set down under their respective headings on the daily sales sheet. This daily sales recapitulation looked good from the day it was started. As a natural sequence, the merchant soon found it advantageous to cast up his department sales and costs, and the totals of his cash and credit sales at the end of each week in the blank date lines falling on Sundays. For the first time in his experience the owner began to see what each department or general line in his store was doing day by day and week by week. Naturally he began to make comparisons, and in turn began to see the need for further records which would summarize results by months.

A monthly sales record (Form 2) was the outcome. This provided for entry of the totals of daily sales and costs of the different classes. Entry of gross amounts of charge and cash sales was carried merely as a memorandum on this monthly sheet—the segregation by departments not being of sufficient importance to warrant special columns by classes, either on this or the daily record. This was also true of returned goods, these not affecting the sales to an extent warranting their being a factor, as returned goods were principally exchanges, and entry to the stock record was usually sufficient. Having arrived at this point, rough figures could be struck showing ratios of costs and profits as between the general lines sold.

It was next necessary to analyze the various expense items in conducting the business, so that the resulting figures could show their related per cent. basis to that of the profits realized from the goods sold. A daily expense sheet (Form 3) was adopted, therefore. Regardless of the fixed expenses, which were entered in the ledger, it was determined that for purposes of daily comparison every outlay, whether for salaries, express, postage or other expenses, would be grouped and set down in the proper column daily. Logically, a monthly expense summary followed the daily record, and took the shape shown in Form 4. At the end of the month the sum of the various amounts paid out for daily expenses was set opposite the classifications on the monthly sheet.

Footing of the total of all expenses was then transferred to the monthly sales and recapitulation sheet (Form 2), and set down with the other recapitulation items in the lower part of the sheet. Percentages of gross profit, expenses and net profit were figured, the resultant percentages showing comparisons on the business as a whole from month to month. The percentages as arrived at for the whole store were also applied to each of the six general classes of goods; these latter percentages being entered each month, in red ink, to the right of the segregated amounts.

A few months' use sufficed to show that the builder's hardware line, which had been counted a mainstay of the business, was not earning money; competition in bidding resulted in such low prices that this one line alone was lowering the profit percentage all over the store. When this became clear it was determined to fix prices in this department which in the future would bring the proper margin, or allow the other fellow to take the business.

Another discovery made during the ensuing months was that certain unprofitable staples were being pushed by the clerks at the sacrifice of sales on highly profitable specialties. To correct this tendency the men were told that individual sales records would be kept in future and that the value of a man's sales would be reckoned from a profit-making standpoint rather than from large gross sales which carried too many staples. This resulted in the men taking more interest in the goods which required pushing, and, while it meant some little falling off in the totals of individual sales for a time, the profit results were so satisfactory that the owner was content.

Going still further into details about

Daily Expenses — **Month of** — **19**

Day	Salaries—Store	Wages—Shop	Freight and Express (Incoming)	Freight and Express (Outgoing)	Drayage Delivery	Postage Stationery	Telegraph	Advertising	Donations	Discounts	Miscellaneous	Total
1												
2												
3												
4												
5												
6												
7												
8												
9												
10												
11												
12												
13												
14												
15												
16												
27												
28												
29												
30												
31												
Total												

Monthly Expenses — **Year**

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Salaries-Store													
Wages – Shop													
Freight and Express													
Freight and Express													
Drayage and Delivery													
Postage, Stationery													
Rent													
Light, Water, Heat													
Advertising													
Donations													
Interest													
Insurance													
Taxes													
Discounts													
Miscellaneous													
Total													

Forms III and IV: Daily and monthly expense records, which keep track of every expenditure. Monthly expenses are used in connection with monthly sales totals in computing net profits.

the goods making up his stock, with the deal of eliminating unprofitable articles, as well as of securing an intelligent record of past sales as a guide to future purchases (also to afford protection against loss by fire and theft), the hardware man determined to put in a perpetual stock record. The five by eight inch card shown in Form 5 was adopted.

As the filling out of this record in full detail meant considerable work, the card was designed to account for only full packages of the numerous small items carried and sold every day—nails, screws, hinges and the like. For statistical purposes it was enough if the original packages were charged off the stock record immediately on being opened.

Larger articles, however, which meant heavy investment and demanded careful watching, such as tools, cutlery, paints, brushes, household utensils and other important articles making up the stock, were given cards which took care of both open and reserve stock. Certain articles which moved rapidly were given cards for each size, while in other cases one card showed the record for several

In buying alone the stock record became almost as much a factor in the economy of the business as were the statistical records on sales and expenses, for the cards, with their graphic record of the movement of goods, saved many a dollar in investment over the old haphazard days of memory and faith buying.

After a year's use of his new records, the dealer again cast up results, and verified the story told him by the daily and monthly accounts he had maintained. The actual inventory taken when compared with the perpetual stock record, showed a variation astonishingly low.

The net value of the stock in dollars and cents as related to the more or less theoretical sales and profit figures carried on the statistical record was highly satisfactory. The net profit percentage had steadily risen, while the expense percentage had not kept pace.

This guiding chart had pointed out the way to future prosperity. The merchant learned that to discover the difference between the profit ratio and expense ratio another factor than the mere

Stock No.	Totals Ordered and Received					Stock Record								O. Ordered X. Received
	Date	Order No.	Quantity	Date	Received									
Original No.														
Cost														
Sell														
Style	Date		Date		Date		Date		Date		Date		Date	

Form V: A perpetual inventory of every item carried in stock is maintained by this stock record card.

sizes or descriptions—the column headings being so arranged that entries could be made either from top to bottom of card, or from left to right, according to the nature of the goods. Goods received were debited to the stock cards from the checked invoices, and credits for articles sold were entered from the daily sales tickets for the larger goods. Where bulk was broken, as in the case of the small stuff, a printed stock slip was made out and sent to the office, which was used to credit the stock.

watchfulness over general outgo and income was necessary; the vital problem is analysis.

Fire Losses.

Lousana, Alta. — Slack Bros.' hardware, has been burnt out.

Winnipeg, Man.—A. J. White, electrical supplies, has suffered a fire loss.

Campbellton, N.B.—McLennan Foundry and Machine Works have been damaged by fire.

BANQUET TO SENATOR THORNE.

St. John, N.B., Sept. 20.—His friends in the hardware trade throughout Canada may well be pleased with the reception accorded one of St. John's most worthy citizens, Senator W. H. Thorne this week by his fellow-men of the city, without discrimination of politics or creed. The splendid tribute, in the form of a complimentary banquet was tendered the veteran hardware dealer in honor of his having been elevated to the Senate by the Government, the unanimous opinion being that the choice could not have been a better one.

SENATOR THORNE.

It was in the Union Club on Monday night that those who for years had been his friends gathered to do honor to Senator Thorne, about seventy-five in all being assembled about the banquet table. He was highly complimented upon his being appointed to an office of such distinction as a Senatorship, and speeches eulogistic and congratulatory were delivered by George McAvity, who presided; Judge McLeod, Mayor Frink, Dr. T. Walker, J. M. Robinson, president of the Board of Trade, and H. A. Powell. Letters of regret at being unable to attend were received from his Honor Lieutenant-Governor Wood and others.

The speeches were of an interesting character, and all of them were well received, particularly that of the chairman, Mr. McAvity, and the guest of honor, both of whom spoke at some length. Here was direct evidence of how representative the gathering was which assembled to honor the newly-appointed Senator—the chairman a life-long and prominent Liberal, the guest of honor an equally life-long and prominent Conservative. And it was the same with the

Gaining Publicity from Fall Fairs; The Methods of a London Store

AMONG the noteworthy exhibits shown at the annual fall fairs are those of the Purdom Hardware Co., London, Ont. For a number of years past the firm have exhibited displays of hardware at the annual fair and the fact that they continue to do so year after year is ample evidence of the fact that they must get results from this method of publicity.

During recent years a large number of Canadian hardware firms have taken advantage of the opportunities afforded them to exhibit samples of their merchandise before the public at these annual gatherings. In many localities, the annual fair is looked upon as one of the most important events of the year and visitors are in attendance from all sections of the district wherein the fair is located. In some of the smaller places the exhibits of the hardware merchants are among the best shown and considerable interest is evinced in the display of hardware.

The accompanying illustration shows one of the exhibits of the Purdom Company at the Western Fair, London, Ont. This fair is ranked among the larger ones held in the Dominion and is favored with a large attendance. The exhibit was arranged by Fred G. Browne, who may be seen standing behind one of the silent salesmen. Two spaces were used, one devoted to displaying and demonstrating painting materials and the other for the display of hardware. On the background of the exhibit one large panel was used for exhibiting bathroom fixtures. These fixtures were neatly arranged and presented a splendid appearance. Another panel of equal size was used for displaying saws, machinists, masons and carpenters tools. The two large silent salesmen were used for displaying cut glass, cutlery, brass and copper utensils and novelties, silverware, etc. The cases were equipped with interior electric lights which, when lighted, added greatly to the value of the display and showed the contents of the cases to good advantage. Samples of mounted lock sets were displayed in front of the cases as shown in the illustration. The cases were arranged in a V shape and this allowed considerable room in front and between the cases. This space was put to excellent use by giving demonstrations of vacuum cleaners. A rug was secured about the size of the vacant space and with the aid of an electric cleaner daily demonstrations were given.

These demonstrations attracted large crowds and created many enquiries. To those who appeared interested, booklets were given which dealt with sweeping problems. Quite a number of names of prospective purchasers were also secured. These prospects would be followed up in a systematic manner after the exhibition was over, and in all probability many sales would be the result. Electric irons were also exhibited, a sample iron being connected up with the current and

with a turn of the button was ready for demonstration purposes. The interest shown by the public in these two electrical appliances is an indication of the growing popularity of the electric appliance line. Many firms who were at first a little backward in stocking electrical appliances, have informed Hardware and Metal that their electrical appliance departments are now among the best profit makers in their store.

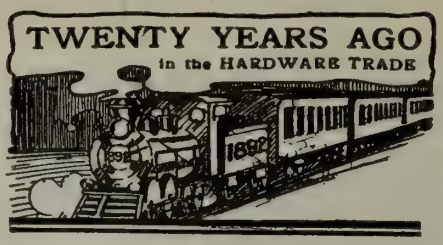
Demonstrations of painting materials were also given and a lady demonstrator assisted the regular staff.

Booklets and advertising matter relating to the goods on exhibition were also distributed freely. Samples of many lines such as roofing, were also distributed to visitors.

The exhibit presented a very creditable appearance and much favorable comment was heard regarding the neatness of the display. The exhibit was at all times in charge of one or two experienced men from the store and the enquiries of visitors regarding the goods displayed were promptly answered.

In the vicinity of London a large number of small fairs are held. These fairs are generally in the smaller towns surrounding London and are usually visited by large numbers of people from the farming community. The Purdom Hardware Co., always make it a point to have one or two representatives present at these fairs. The firm's method of advertising at the smaller fairs is by distributing yard-sticks to the farmers. The yard-sticks bear advertisements for the firm. The measures are very useful for the farmers and it is needless to state that they are appreciated. The representatives of the firm meet many of the visitors at these fairs and the firm are enabled to work up a good connection through acquaintances gained in this way. During the big exhibition in London, the firm always state through their newspaper advertisements that visitors are welcome to make the store their headquarters and many of the visitors take advantage of the offer. Goods similar to those exhibited at the fair are also on exhibition in the store and enquirers at the fair are directed to the store where the goods may be examined and purchased.

It is gratifying to note that at many of the large exhibitions of various kinds which are being held that the hardware trade is well represented. Especially is this true regarding the retail trade. The retail hardware merchants are undoubtedly now paying more attention to publicity methods than they ever have in the past and many of them are employing strictly up-to-date methods in order to keep their names and wares before the public.



The following items were taken from the issue of September 30, 1893:—

"A. E. Bottum, of Bobcaygeon, paid a visit to Toronto warehouses this week."

Editor's Note.—Mr. Bottum is still in the hardware business in Bobcaygeon, of which place he is reeve. At the last election Mr. Bottum was elected Warden of the County of Victoria after a spirited contest. He has always taken an interest in municipal affairs and has served in various municipal offices.

* * *

"F. Monks, managing director of the iron and steel firm of Monks, Hall & Co., Warrington, Eng., paid a visit to Toronto this week. In company with W. S. Leslie, of A. C. Leslie & Co., who are Monks, Hall & Co.'s agents, he visited a few of the industries here. Mr. Monks is on a trip around the world."

* * *

"J. E. Pulford, of J. E. Pulford & Co., hardware, Winnipeg, is dead."

* * *

"E. G. Prior & Co., hardware, and Jas Vair, tinsmith, Kamloops, B.C., have been burned out."

Editor's Note.—E. G. Prior & Co. are now among the big hardware firms in the West and have large stores in Kamloops, B.C. and Victoria, B.C.

* * *

"The premises of the Bridgetown Foundry Co., Bridgetown, N.S., have been burned down."

Editor's Note.—The Bridgetown Foundry Co. are still in business in Bridgetown, N.S.

* * *

"Neveux, Clinton and Baxter, hardware, Windsor, Ont., have been burned out."

* * *

"Sam Kennedy, of the traveling staff of Samuel, Benjamin & Co., returned from Chicago this week."

Editor's Note.—Mr. Kennedy is now President of the Kennedy Hardware Co., Toronto.

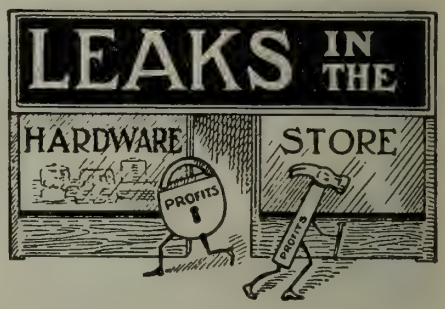
* * *

"Eli Braund, of Aurora, was in Toronto this week on his way home from Chicago. He had a good time but was heard to remark: 'After all, there's no place like home for peace and quietness.'"

NEW CARTAGE RATES.

Montreal, Sept. 24.—The new schedule of cartage rates recently drafted by the C.P.R. and G.T.R. has been submitted to the Dominion Board of Railway Commissioners for approval. On consulting the various Boards of Trade to see if the new rates would be satisfactory Montreal has already agreed, but Toronto has as yet not been heard from. It is thought however that Toronto will also fall in line, as the option made by the Railway Commissioners is cartage at the advanced rate or no cartage at all.

The new schedule calls for a rate of 3 cents per 100 lbs. instead of 2½ cents as formerly, and an increase of 5 cents to 20 cents on smalls.



In many paint departments a large amount of space is wasted. For instance, a space measuring twelve inches between the shelves is often used for half-gallon cans, when an eight or nine-inch space would be quite sufficient. This results in a waste of a large amount of valuable space that could be used for display purposes.

One merchant who for a long time had kept quite a large amount of paint out of sight under one of the counters found that by re-arranging the paint shelving, he had plenty of room to display the lines which were formerly hidden away and in addition he had shelf room sufficient for a good stock of wall kalsomine in packages. Adjustable shelving fitted with shelf pins is a very desirable kind of shelving for a paint department. Ordinary shelving can be changed to adjustable shelving at an exceedingly low cost. The shelves can then be adjusted for cans of various sizes. The arrangement of the paint stock should be made with a view of producing a pleasing effect to the eye; and gallons, half-gallons, quarts, pints, etc., should be kept in separate sections if possible, as otherwise it gives the stock a broken and ragged appearance. The average hardware store is generally crowded for room and advantage should be taken of every opportunity to add a little extra display space when possible.

Stoves, Furnaces and Accessories

Making a Good Impression Early

The stove end of the business must be worked to such advantage that prospective purchasers will gain a good impression of the line carried now—Sales are sometimes made before the customer enters the store.

Many a woman is gathering information to-day that will influence her in making the purchase of a range or heater a month from now. To-day's impressions are to-morrow sales. Have you done anything to make an impression on the minds of prospective stove purchasers. Is your stove department in order? Are your salesmen busily engaged in trying to interest future purchasers? Are you giving your newspaper advertising the attention it deserves or are you allowing the stove department to remain inactive until the arrival of the real cool weather?

How unwise it is to put-off featuring stoves until the actual time of their use arrives. The retail dealer should have the foundation of his fall stove campaign laid long before the frost sets in. The chances are that if an early start is made and the fall campaign is built on a good foundation, business will run along smoothly and many sales and satisfied customers will be the result. But on the other hand if little attention is paid to the stove department until the real cool weather arrives and there is a pressing need for stoves, the chances are that the department will be at a disadvantage during the whole stove season on account of the late start received and the merchant will have to besiege the public with announcements of various kinds in order to move his stock. The fall is a busy season for the hardware and stove dealer. When the first touch of real cool weather arrives, you notice the increased activity in the hardware store. The clerks are all taxed to their utmost capacity in looking after the many customers. During the fall rush, it is sometimes hard to give each customer the amount of attention he deserves.

Enquiries regarding stoves cannot be served hurriedly. They require considerable attention and they are out looking for information. The purchase of a stove only happens two or three times during the lifetime of some individuals and they naturally look upon it as an important purchase and one that should be given every consideration by the dealer who is given the chance to make the sale.

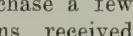
If there is a rush of these customers at the beginning of the first cold snap the dealer will have his hands full but if an early start has been made and many of the prospective purchasers have been interviewed a few weeks before they are ready to make a purchase the dealer will not have such a rush on his hands and he will be able to close sales much more quickly than would otherwise be the case.

Some dealers started their fall campaign early in August and have closed quite a number of sales. Every dealer should have his fall campaign well under way before now. The season is advancing rapidly and every day there are many prospective purchasers of stoves making decisions as to the soves they will purchase a few weeks hence. The impressions received to-day will probably make or unmake the sale two weeks or a month from now.

It is much more satisfactory for a prospect to be able to go into a store and examine stoves at leisure than to go in when the fall rush is on and when all the employees are exceedingly busy. There is no better way to create a bad impression in the mind of a prospective stove purchaser than to have the prospect enter your store and on asking to be shown stoves, finds that no preparation for display has been made and that the stove department is in a disorderly condition. When a woman asks to see a new stove she expects to be confronted with a bright, clean, attractive stove and is much disappointed if the article is dusty, or possibly piled high with merchandise and in other cases only partly put together.

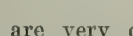
Some firms are very careless about the appearance of the stoves on display and dust is allowed to accumulate on the stoves in large quantities. In other cases you will find stoves only partly put together. It is all very well to tell a customer that the stove will look better when it is polished up or set up but you will make a much better impression if this is accomplished before the prospect looks at the stove.

Some salesmen have a habit of passing over apparent objectionable features by saying they will disappear when the goods are cleaned up or set up but this explanation will not work with all your customers and it is better to have all objectionable features disposed of before the arrival of the customer. If your stove department is not in first-class condition, start to-day to place it in the class in which it belongs. The stove department is a most important one and should receive considerable attention particularly at this season of the year. Arrange the department and goods in such a manner that they will impress customers. Give your salesforce the necessary information and selling talks to impress customers. Write your newspaper advertising in such a manner that it will impress the public. Arrange window displays with a view to making an impression on the mind of the passer-by. Stock a class of goods that impresses you as being a good line and the chances are that your volume of fall business in stoves will be exceedingly large. Always remember that to-day's impressions are to-morrow's sales.



PARCEL POST PROVISIONS.

Hon. L. P. Pelletier, Postmaster-General of Canada, has announced that, when the parcel post service is established on Jan. 1st, it will extend to every part of the Dominion from East to West. The service will follow the plans brought forward at Ottawa, and the different provinces will be used as zones, as described previously by "Hardware and Metal." Mr. Pelletier stated that, when the service was established care would be taken to have the organisation as complete as possible in order to ensure smooth running. The service in Canada will run on a different basis to that in force in England. It is claimed that the long distances to be travelled here prevent the introduction of a similar system to that in force in England.



Charles F. G. Johnston, of the lubricating oil department of the Imperial Oil Co., Montreal, is about to be transferred to the office of the manager of the Imperial Oil Co. at Sarnia, Ont. The change will be made about the 29th of this month.

Provisions of the Trading Stamp Act of 1905

The Legal and Illegal Ways of Giving Coupons, Cash Receipts, etc., to Customers—Samples of Each Shown—Many Merchants Unconsciously Adopt Coupon Systems Which Are Not Within the Law.

In 1905 there was passed by the House of Commons what was commonly known as the Trading Stamp Act. This was really an amendment to the Criminal Code of 1892, respecting trading stamps, coupons, etc., and was brought about by the efforts of the Retail Merchants' Association at that time.

To-day there are many merchants in Canada breaking the law in regard to this matter. They are, of course, doing this unknowingly, and whenever they are shown why they are doing something illegal, they always change their methods.

(1) When it does not show upon its face the place of its delivery;

(2) When it does not show the MERCHANTABLE VALUE thereof; and

(3) When it is not redeemable AT ANY TIME.

The third is probably the most important of the three because it is the one on which the law is broken most frequently.

It shows that in order to come within the law the coupon, receipt, etc., must

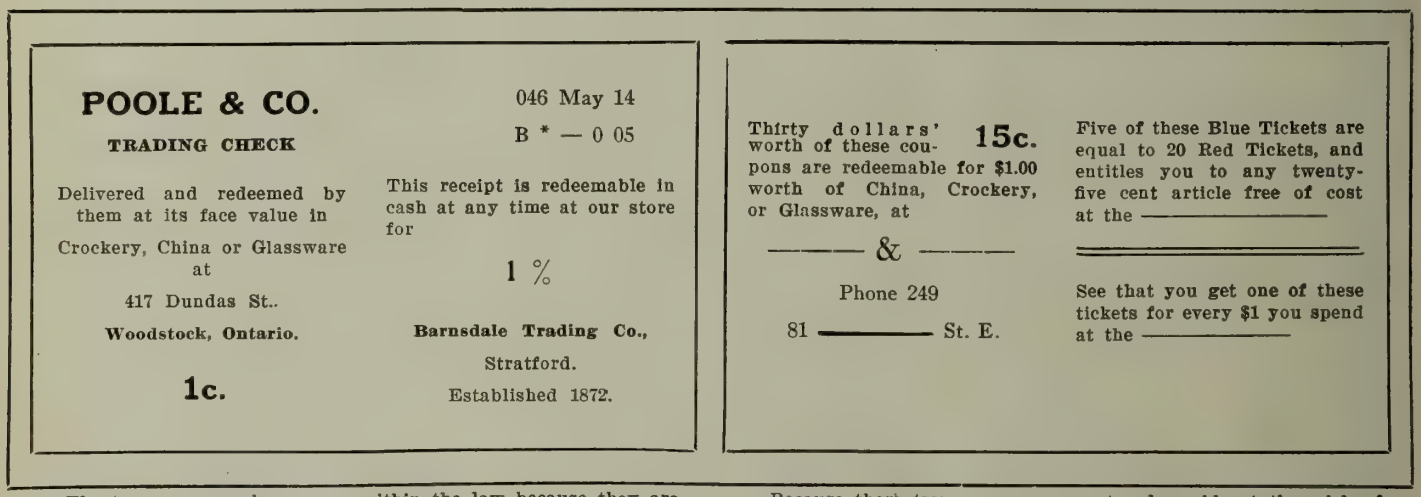
When Law is Broken.

But with the other two coupons, it is different. A customer must have $30 worth of the first before they are redeemable. She must have five blue tickets or twenty red ones in the second case before she is entitled to a twenty-five cent article..

It should also be borne in mind that the merchantable value of each receipt or coupon must be shown.

The Punishment.

The paragraph beginning with line 36



The two coupons above come within the law because they are redeemable at any time at stated amount.

Because these two coupons are not redeemable at the wish of the customer and for no stated amount they are illegal.

Legal and Illegal Coupons.

On the opposite page is printed the full text of the 1905 amendment and on this page are four coupons which have been given away by Canadian merchants, two of which come within the law and two are illegal.

The Act as presented on the next page is couched in terms of the law and like all the works of lawyers, is not readily understandable with a casual reading. We shall, therefore, go into the principal clauses affecting the merchant in an attempt to bring out the exact meaning.

It will be noted in subsection (a) that the expression "trading stamps," includes any form of receipt, coupon, premium ticket or other device given by the merchant to the customer, and which represents a discount on the price of goods bought or a premium given to the customer.

Redeemable At Any Time.

As is shown farther down in the Act on line 24 a coupon is NOT legal; be redeemable AT ANY TIME—not when $20 or $30 worth are secured; not when five or ten blue or red tickets have been secured; not when the merchant wishes, but NOW or AT ANY TIME the customer wishes.

By glancing at the four samples of coupons and cash receipts herewith, it will be seen that the two on the left comply with the law but the two on the right do not.

The Trading Check of Poole & Co. is redeemable by them at its FACE value (1c.) and not when several of these checks have been secured.

The cash register receipt of the Barnsdale Trading Co. is legal because it is redeemable in cash AT ANY TIME for 1 per cent. of 5 cents. There is no scheme whatever in connection with these two. The customer knows their exact value; she knows at once how much each is worth and that she can now get its value on the premises.

deals with the manufacture of trading stamps whereas the following paragraphs (part 3) refers especially to the merchant. Anyone infringing on the regulations of the Act is liable to a six months' imprisonment, and to a fine not exceeding $200. Part 4 refers to the customer who accepts the illegal coupon or trading stamp.

It would therefore appear that any merchant conducting a contest where a coupon, or other device is given away and which is not redeemable for its face value at any time is not within the law, unless the contest is entirely free. If a customer has to purchase a certain quantity of goods to secure the guess, the contest is not legal.

The idea of the whole Act is to prevent schemes whereby the public thinks it is getting something for nothing when it is really paying indirectly for whatever may be secured.

PASSED BY HOUSE OF COMMONS, 1905.

BILL NO. 196.

An Act in amendment of the Criminal Code, 1892.

HIS Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:

1892, c 29, new sections, respecting trading stamps.

1. *The Criminal Code,* 1892, is amended by inserting the following sections immediately after section 525:

"526a. In this section—

" (a) The expression "trading stamps" includes, besides trading stamps commonly so called, any form of cash receipt, receipt, coupon, premium ticket or other device, designed or intended to be given to the purchaser of goods by the vendor thereof (or his employee or agent) and to represent a discount on the price of such goods or a premium to the purchaser thereof, which is redeemable either.

" (i) by any person other than the vendor, or the person from whom he purchased the goods, or the manufacturer of the goods, or

" (ii) by the vendor, or the person from whom he purchased the goods (or the manufacturer of the goods) or in cash or goods not his property, or not his exclusive property, or

"(iii) by the vendor elsewhere than in the premises where such goods are purchased,

or which does not show upon its face the place of its delivery and the merchantable value thereof, or is not redeemable at any time; but an offer, printed or marked by the manufacturer upon any wrapper, box, or receptacle in which the goods are sold, of a premium or reward for the return of such wrapper, box, or receptacle is not a trading stamp within the meaning of this section;

" (b) The expression "goods" means anything which is merchandise or the subject of trade or manufacture;

" (c) The expression "every one", "vendor", "purchaser", "merchant", "agent" or "person" includes any partnership, or company or body corporate.

" 2. Every one is guilty of an indictable offence and liable to one years imprisonment, and to a fine not exceeding five hundred dollars, who, by himself or his employee or agent, directly or indirectly, issues, gives, sells or otherwise disposes of, or offers to issue, give, sell or otherwise dispose of trading stamps to a merchant or dealer in goods for use in his business.

" 3. Every one is guilty of an indictable offence and liable to six months' imprisonment, and to a fine not exceeding two hundred dollars, who, being a merchant or dealer in goods, by himself or his employee or agent, directly or indirectly, gives or in any way disposes of, or offers to give or in any way dispose of trading stamps to a purchaser from him of any such goods.

"4. Every one is guilty of an offence and liable on summary conviction, to a fine not exceeding twenty dollars, who, being a purchaser of goods from a merchant or dealer in goods, directly or indirectly receives or takes trading stamps from the vendor of such goods or his employee or agent."

"526b. Any executive officer of a corporation or company guilty of an offence under subsection 2 or subsection 3 of the next preceding section who in any way aids or abets in or counsels or procures the commission of such offence, is guilty of an indictable offence and liable to the punishment stated in the said subsections respectively."

Exemption.

2. This Act shall not apply to any trading stamp issued by a manufacturer or vendor before the first day of November, one thousand nine hundred and five.

Biographical

Mainly About the Men Who Call on the Hardware Trade in Canada

The Beau Brummel of the Trade

IF THE question were ever put to an assembly of hardwaremen, "Who is the best dressed man in the trade?" one can imagine the instantaneous and unanimous chorus by way of reply:

"'Vet' Hadley, of course."

Hat of the latest block and tint; coat that fits without a wrinkle; necktie of a pastel shade, immaculately tied, with scarab stickpin; trousers creased with mathematical precision; patent leathers, fleckless and shiny as a new plug hat; There you have a pen picture of 'Vet' Hadley, who might safely be said to have earned the title of the "Beau Brummel of the trade."

It may be added that the subject of this sketch has every justification for his sartorial exactness. He is a big man, broad-shouldered and good-looking, with the happy knack of knowing how to wear clothes. Catch him plodding around the sand banks of Consecon with a slouch hat and a rifle under his arm; and even then he will look "the glass of fashion and the mould of form."

Sylvester T. Hadley began his career on the road with the Ontario Lead and Wire Co. He then joined the staff of the James Morrison Brass Manufacturing Co., Toronto, staying with them for five years. He travelled Western Ontario and became known as one of the best specialty salesmen on the road. His knack of talking brass goods amounted to an art. No hardwareman or plumber could listen to the eloquent periods of a Hadley sales talk without discovering that he needed quite a few lines. From brass goods to boilers was the next step and to-day Mr. Hadley is with Steel and Radiation, Limited, and is reported to be cutting just as wide a swath in the boiler field as he did in brass goods.

"Vet" Hadley has established himself with the rest of the travelling fraternity as firmly as he has with his customers. Few salesmen have as many friends in the ranks. He can tell a good story, twang a banjo and hold up his end in the exchange of "shop talk" which ensues whenever travelling men get together.

His chief hobby is hunting. When holiday time comes around each fall, off he goes for the Picton sandbanks. And for the next two weeks the ducks have a bad time of it around Consecon. He can shoot straight, too, as his friends can testify; for, when "Vet" Hadley goes shooting, dozens of travelling men live in hourly expectation of receiving a "brace of ducks." If some to whom this promise has been made have had to take out their enjoyment in anticipation, the cause can be found in the limitations of time and the fowl supply, rather than in any lack of marksmanship.

He is a fisherman also and has been known to land fresh water leviathans in his time.

A good salesman and good fellow, to sum it all up. Here's hoping that, when an executive position claims him, it may still be within the hardware line.

'Vet' Hadley, conceded to be one of the best shots and best dressers in the trade.

Catalogues and Booklets

Screws and Wrenches.

The Whitman & Barnes Mfg. Co., St. Catharines, Ont., and Akron, Ohio, have issued a very attractive illustrated folder featuring their lines of screw and drop forged wrenches Copies of the folder will be mailed on request.

* * *

Neverslip Calks.

The Neverslip Manufacturing Co., New Brunswick, N.J., have issued an illustrated booklet of twenty pages, entitled "Red Tip Calks and Why." The booklet is attractively gotten up, and gives valuable information regarding the use of calks. The booklets are gotten up for distribution by dealers to farmers and others having horses. Supplies will be forwarded to dealers on request.

* * *

Andrews Wire Works.

Andrews Wire Works of Canada, Ltd., Watford, Ont., have issued catalogue No. 4, illustrated, showing the Androck line of wire and iron goods. The catalogue consists of 48 pages, and is attractively gotten up in a manner which makes it convenient for the dealer. Illustrations of all lines are shown and prices given. The list includes a large list of household specialties in addition to wire and iron goods. Copies of the new catalogue will be mailed to the trade on request.

Current News of Hardware Trade

Death of A. E. Bond.

Albert E. Bond, merchant, Sheffield, Ont., died on Sept. 23, after a few days illness. The deceased was 55 years of age.

Marriage of Hardwareman.

St. Clement's R.C. church, Preston, was the scene of a pretty wedding when Miss Dorothea Marie Kaufman became the bride of Anthony L. Poulter. Mr. Poulter is associated with W. F. Mickus in the "Green Front Hardware."

Burglary in Hardware.

Salmon Arm, B.C. — McDairmid's hardware, was entered by burglars who succeeded in getting away with several rifles and a quantity of ammunition.

Hanna, Alta.—Burglars blew open the safe in the Hanna Hardware store and secured $70 in cash and two automatic revolvers.

To Locate in Toronto.

Burlington Windsor Blanket Co., of Windsor, Ont., are moving their plant to Toronto, and will be located at 793 King street, west. The company intend to manufacture on a larger scale and will go into the blanket cloth business as well as others later on. The company are now making collar pads, housings, top collar pads, saddle blankets, etc.

Death of Eugene D. Smith.

St. Thomas, Ont.—Residents in this city have received word of the death of Eugene D. Smith, traveller for the Midland Glass and Paint Co., Omaha, Neb. The deceased, who was 52 years of age, was a former resident of St. Thomas, and was connected with his father, the late John E. Smith, in the hardware business at the corner of John and Talbot Street about eighteen years ago.

Companies Incorporated.

The L'Orignal Stove and Mfg. Co., L'Orignal, have incorporated.

Bosch Magneto Co., Toronto, Ont., capital stock $25,000, to manufacture and deal in machinery, machine supplies, motors, etc.

The Union Electro Products Co., head office, Windsor, Ont., capital $40,000, to manufacture and sell electric cook stoves and utensils.

News From St. John, N.B.

The members of the Canadian Manufacturers' Association spent some hours in St. John, en route from Halifax.

The big game season in New Brunswick opened on Sept. 15. A large number of hunting parties were on hand for the opening day.

During the coming winter and for the first time in its history St. John will be a direct mail port in the service between Canada and Great Britain.

New Firms.

Alida, Sask.—T. G. Ellis is starting a hardware and coal business.

North Battleford, Sask. — Bowers' Bros. will start a hardware store shortly.

St. Catharines, Ont.—J. M. Findlay recently opened a hardware and plumbing business on Church Street.

St. Catharines. Ont.—J. E. Jamieson is opening a hardware and plumbing store in the Grand Central block. He expects to be ready for business about October 1.

Business Changes.

Saskatoon, Sask. — Elliot & Scott, hardware, have dissolved.

Gravelburg, Sask.—Lamouretz & Co., hardware, have been succeeded by Cote & Bosch.

Bromhead, Sask. — Ed. Seguin, of Estevan, Sask., has opened a general store here.

Elmo, Ont.—Edward Tompkins has moved his hardware to new and more spacious quarters.

Moose Jaw, Sask.—The Western Tire and Rubber Co., High St., W., formerly owned and managed by W. E. Burke, has been purchased by D. A. Burke.

Notes From London.

The death occurred on Sept. 17 of Samuel Ewart in his 48th year. The deceased had been superintendent of the Western Wire & Nail Co., since the founding of the company nineteen years ago.

A pretty wedding took place on Sept. 17, when Miss Annie Mason, daughter of Mrs. Wm. Mason, became the bride of Frederick E. Gaze, who is associated with D. H. Howden & Co., wholesale hardware.

As a result of a deal which has just been closed, outside parties take over the business of the London Foundry Co., and will install at once $20,000 worth of machinery. It is planned to erect a $20,000 addition to the factory in the spring and greatly increase the number of men employed.

Personal Notes.

L. Beaudry, hardware merchant, Point Aux Trembles, P.Q., has sold to C. Gregoire

Gordon C. Seybold, of Sudbury, Ont., general manager of The Cochrane Hardware Co., was in Montreal this week.

Among visitors to Montreal during the week were Jas. Kinsman, of North Bros. Mfg. Co., Philadelphia; E. S Knox, of the New York Stamping Co.; Thos. McCrae, of the American Lead Pencil Co.; Mr. Williams, of O'Neal & Towne; Mr. Starr, of Starr Bros., Bell Co., East Hampton, Conn.; G. R. Noyes, of the Oneida Community Co.; and the following retailers: T. McClatchie, of McClatchie Bros., Cowansville, P.Q.; A. N. McDonald, of Huntingdon; O. Veillette, of Lewisville; A. F. Dupuis, of St. Michel de Napierville, and Edmond Bernier, of St. Hyacinthe, P.Q.

Industrial Notes.

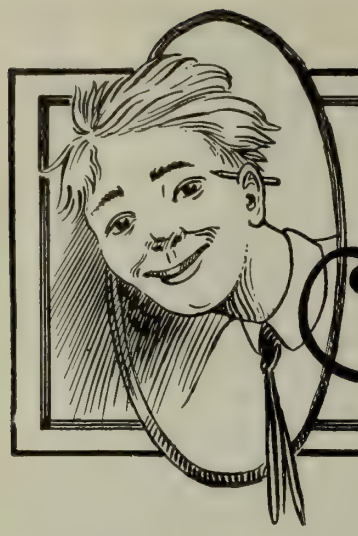
Goderich, Ont.—Steps are being taken toward the reorganization of the Kensington Furniture Co., with a view to rebuilding the plant recently destroyed by fire.

Montreal, P.Q.—A new Montreal company has been incorporated under the extraordinary title of Kas-so Kitch-e-mon-e-too So-ne-ah. Limited. The company is to manufacture and sell building materials, with capital of $50,000.

Chatham, Ont.—The Chatham Manufacturing Co., has been organized to take over the business of the Chatham Malleable and Steel Mfg. Co., of Chatham, and to take over the Canadian rights for articles manufactured by the Korff Manufacturing Co., of Lansing, Mich., manufacturers of hardware specialties. The officers are, President, W. H. Westman, Chatham; vice-president, H. W. Brown, Lansing; secretary-treasurer and general manager, A. D. Westman, Chatham. A large addition will be built to the local plant.

SECURES GENERAL AGENCY.

The MacLeod Mfg. Co., Chicago, Ill., announce to the Canadian hardware trade that the general agency for the sale of the MacLeod safety singletree clips has been turned over to R. H. Merriman, 505 Spectator building, Hamilton, Ont., to whom all future orders may be addressed directly. Mr. Merriman was for a number of years secretary-treasurer of the B. Greening Wire Co., Hamilton, Ont., and is well known to the Canadian hardware trade.



THE JUNIOR CLERK'S PAGE

SECRET OF FAILURE.

I'm going to set the river on fire—to-morrow.

I've made up my mind to turn over a new leaf—to-morrow.

I'm going to take the bull by the horns and get busy and do things—to-morrow.

I've fooled around all day, and yesterday, too, and the day before, but things are going to hump—to-morrow.

I've had an idea for some time that This or That would be a crackin' good scheme, and I'm goin' to try it out—to-morrow.

I need a better and more attractive display for the goods in my store—and I'm goin' to take that question up in earnest—to-morrow.

I've felt for a long time that this store needed brightening up — needed gingerin'—and I'm goin' at it for all it's worth—to-morrow.

I've been losing business or else standing still for I'll be durned if I know how long—but you watch my smoke—to-morrow.

I've been setting a lazy no-account example around this store; I act like a hook-worm, and talk like a clam; I mumble around like a chronic invalid; I've got a face on me like an affidavit and every clerk in the place looks like his last friend was dead, but you watch us spruce up and be snappy—to-morrow.

I haven't shown myself much of a merchant, I haven't kept up with the times, I "haven't felt that there was much call for our goods" and I haven't believed heretofore in proddin' the public or gettin' into the limelight—but you watch me begin to get ready to start to commence to prepare to undertake to study to decide to finally Get a Move On—To-morrow.

But not To-day!

Lord No! not to-day. — The Guinea-Pig.

TWO VIEWS.

"You shouldn't be dissatisfied," said the Optimist. "Look at all you have."

"Yes," answered the Pessimist, "but look at all I haven't."

APPEARANCE.

By the appearance of your store you will be judged, by its cleanliness and good order; judged not only by your customers and competitors, but by those from whom you ask credit as well.

CINDER CONCRETE.

The September issue of Conservation, issued by the Commission of Conservation, Ottawa, contains some information regarding uses of and objections to the use of cinder-concrete and the results of fire tests. This information will be useful to hardware merchants, the majority of whom handle cement. Following is the article:—

With every succeeding year the utilization of reinforced concrete for building purposes of every sort is becoming more and more general. Both from experience with actual constructions and through the use of tests, engineers are able to foretell how the various forms of the material will act under different conditions. Moreover, in the field of fireproof construction of buildings, concrete stands pre-eminent, with regard to durability, economy and fire-resisting qualities. Many interesting facts have been brought to light with regard to the manner in which concrete withstands fire, and the investigations along these lines have been thorough and far-reaching.

The use of cinder-concrete in fireproof floor construction has been growing in popularity from day to day. Objections to the use of this material have been advanced, in view of the fact that in some cases where it has been used, piping for the sprinkler systems or for other purposes has been corroded to such an extent as to be rendered useless. For this corrosion the cinder-concrete has been blamed. However, it has been demonstrated that if the cinders are not new, are free from sulphides, and that if the mixture consists of one part of cement to ten parts of cinders, with enough sand to make a dense mixture, there is little or no danger of the corrosion of water piping.

A recent fire, water and load test, carried on upon cinder, terra-cotta and gypsum floor arches, showed that the first-mentioned material was the best of the three. A fire was kept burning continuously below the floor for a period of four hours, and during that time the floor was subjected to an average temperature of 1700 degs. F. At the end of the four hours a fire stream was turned on the roof while it was still red hot. The floor load during the test was 150 pounds per sq. ft.

The cinder-concrete suffered very little damage, and the test served to furnish an additional proof that this material is an excellent fire-resisting medium.

REMARKS OF THE JUNIOR CLERK.

It is generally the new automobile that does the most tooting.

* * *

Borrowers are scarce when you have nothing but trouble to lend.

* * *

Many a man gets ahead by inducing other men to put their shoulder to the wheel.

* * *

It isn't the money a man really makes that counts; it's the money he spends foolishly to let others imagine how much he makes that does the trick nowadays.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand — Full Reports Dealing With Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

Reports this week indicate continued activity in the hardware and stove trade. Hardware jobbers are busy and orders for fall goods are coming in freely. The stove manufacturers and dealers report business as booming. The last two weeks have made a wonderful change in the stove trade. There is an exceptionally heavy demand for furnaces. Paint manufacturers are busy handling the fall trade.

In the metal market a fair business in small lots is passing. Tin has declined in Toronto and the tin market is easier and other metals are unchanged at present. Quotations on terne charcoal plates have been re-adjusted. Firmness is shown in cotton. Nails have advanced 5 cents per keg in Toronto. There is a big variance on oil and turpentine quotations. Lead remains unchanged at present, and is generally expected to remain so until Oct. 10.

MONTREAL.

Montreal, Sept. 24.—A brighter tone is manifested in trade circles generally this week, following a decidedly better feeling existing in money markets. "The fact that wheat is being forced upon the market," states one jobber, "that deliveries of this year have been heretofore unparalleled, cannot help but have a better effect on trade. Money will be more freely circulated from now on, so that the financial danger may now be said to be a thing of the past."

Copper.

On primary markets copper has been very panicky during past week. On September 23 it jumped in London to £74 2s 6d, but to-day dropped again to £72 12s 6d. The changes, however, have been enough in nature of declines to show that a general feeling of weakness has been setting in on the market.

New York casting is quoted to-day at $16.40 per 100 lbs., which shows a decline of 25 cents from week ago. Montreal continues to hold at 17¾ cents, with no sign of change until primary market takes a more decided turn.

Lead.

Throughout the week lead has been slightly easier, closing in London at £20 7s 6d. On September 19 the price rose to £20 15s, but since that time has fallen back again. This is rather contradictory to what dealers predicted last week, but even yet they look for more marked firmness.

Montreal holds at unchanged prices.

Tin.

Tin also has taken on an easier tone. To-day prices rose to £191 5s on London market, but compared with £190 12s 6d of yesterday, dealers claim that the advance was the result of the Banca sale held this morning.

Locally it is claimed that no drop will be made until further recessions are made on primary sources, and until then tin is quoted at 48 cents.

Iron.

Iron shows a slight advance this week to 55s. This, it is claimed, is due to orders now being booked for fall requirements. Locally prices hold unchanged.

Spelter.

Gradual decline has been noticed in spelter market during past week. To-day London closed at £20 7s 6d, with weak closing. Montreal still continues to hold at 6¾ cents.

Structural Steel.

Rather an easier feeling rules on structural steel markets at present owing to railway companies holding off placing orders for car lots.

Terne Charcoal Plates.

Prices on terne charcoal plates show a decline this week all round. I.C. 20 x 28, 112 sheets are now quoted at $7.40, instead of $8.25 as formerly, and I.X. Terne tin at $9.40, instead of $9.75. Jobbers claim that the change is due to a readjustment of prices on the part of the manufacturer, and not following a drop in markets, as neither lead nor tin warrant the change.

Lubricating Oils.

Demand is now heavy for all kinds of lubricating oils. Prices run as follows: Castor oil, 8¼c; black oil, summer, 12½c; winter, 14½c; green cylinder oil, 35c.

Fall and Winter Goods.

Orders are now coming in quite freely for skates, sleigh bells, carriage heaters, weather strip, etc. Padlocks, too, are moving out better with extra demand caused by closing up summer places for winter.

With grape season on in full swing fruit presses are in good demand. These run from $1.65 to $8.50 each, according to size and quality. Apple parers are quoted at upwards of $6 per dozen, and corers at 50c per doz. up. Food choppers are also in good demand.

Cotton Rope, etc.

Following increased firmness in prices on cotton all cotton seine twine and cotton rope have taken on firmer feeling. No further price change is as yet announced, however.

Stoves and Furnaces.

"Our stock of furnaces went like hot cakes this year," stated one manufacturer to Hardware and Metal this week. "We brought in what we considered enough to last till the end of November, but already we are short on three sizes. Demand has been much greater than anticipated throughout the provinces and Quebec, and even in Ontario is well up to average."

There is also big demand for coal oil heaters as a result of the cool weather of the past week.

Cooking stoves, too, are moving freely.

QUOTATIONS ON SEASONABLE GOODS

WEATHER STRIP—	
Felt Weather Strip in boxes of 25 ft. per doz	$4.25
Combined Felt and Wood Strip, according to size	$1.20—$2.50
Rubber Draft Tubing, according to size, per ft.	.03—.06
CARRIAGE HEATERS—	
12 and 14 inch, according to finish	$1.75—$3.00
ASH SIFTERS—	
Wood frame, per doz.	$1.80
Japanned Steel Frame	$2.40
Galvanized Frame	$3.00

TORONTO.

Toronto, Sept. 24.—There is practically no change in market conditions this week. In the metal trade a fair amount of business is passing but buyers are purchasers mostly for immediate requirements. Quotations on metals generally remain unchanged but tin has shown weakness and has declined one cent per lb. It is apparent that the tin market for the present is being neglected by the speculators. Lead and spelter remain unchanged. Copper is still showing firmness. The pig iron market is firm and a slight increase is noted in the demand. Wire nails are slightly firmer in Toronto and although quotations at present are unchanged a slight advance would not be unexpected.

Hardware jobbers report business as being good and the fall trade has opened up nicely. Cool weather will help to create a good demand for many lines that are now quiet.

Stove manufacturers and dealers are busy and report that a splendid improvement in business has taken place during the past two weeks. Heaters and ranges are moving in good numbers and there is a particularly good demand for gas ranges. The cool weather has created a good demand for store accessories of various kinds. Furnaces are in good demand.

Some dealers expected that the demand would not be heavy on account of the curtailment in building operations but such is not the case.

A large amount of repair work is under way and workmen are busy. There is still a scarcity of first-class tinsmiths and there are many firms in a position to make good propositions to first-class mechanics in this line.

Enamelware, tinware, aluminumware, galvanized wares, etc., are in excellent demand.

There has been a falling off this season in the demand for certain lines of builders' hardware, but, taken on the whole, business has been good. While there has been a decrease in the number of buildings erected, it is gratifying to know that the majority of the buildings erected have been of a very high order and on which a high grade of hardware has been used.

ADVANCE IN NAILS.

Since the Toronto market reports were written the predicted advance in the price of wire nails has taken place and nails are now being quoted in Toronto at 2.25 base.

Metals.

Copper remains unchanged and is quoted from 17¼c. to 17½c. lb. Lead is still quoted from 5.85 to $6.00.

Ingot aluminum is quoted at 21c. lb., and pattern aluminum at 23c. lb.

Tin has declined one cent per pound and the ruling quotation is now 43c. lb.

Quotations on iron, spelter and other metals are unchanged.

Lead pipe, traps, bends, etc., remain at prices shown in current market quotations.

Firmness in Nails.

Wire nails are still being quoted in Toronto at 2.20 base but it is expected in many quarters that an advance will take place during the next week. The demand is fair for this season of the year. Smooth steel wire remains at prices shown in current market quotations. Poultry netting for spring is being quoted at 50—10 per cent. discount.

Ropes and Twines.

Manila and sisal rope remain unchanged in price. Pure manilla is quoted at 16½c. base; British manilla 12½c. base; African hemp, 12½c. base; sisal, 11½c. base; lath yarn single, 10¾c. lb.; lath yarn double, 11¼c. lb. The demand for rope is very fair for this season of the year. Reports from the south indicate that the market is steady. Receipts at Manila are small, but manufacturers appear to have sufficient stock on hand to meet present wants. Cotton is soaring high and seine twine has advanced. If high prices continue it is not unlikely that other lines including cotton rope, etc., will be affected.

Stoves and Furnaces.

"Business is booming," is the report of one stove manufacturer. The recent change in temperature has created activity in stove lines and ranges, heaters, coal oil heaters, etc., are moving rapidly. High grade gas ranges are selling freely. Small gas heaters and electric heaters are finding a ready sale this fall.

There s a heavy demand for furnaces especially from the country districts. Ash sifters, coal hods, stove boards, elbows, stove clay, fittings and other accessories are selling rapidly. Everything points to a large volume of business in stove lines this fall.

Electrical Goods.

Electric radiators are finding a ready sale this fall. They can be attached to an ordinary light socket and are claimed to be sufficiently powerful to heat a good sized room. Vacuum cleaners, electric irons, percolators, disc stoves and other appliances are also in good demand.

WINNIPEG.

Winnipeg, Sept. 23.—There is little change from last week in the general situation here but the general feeling is that of confidence, one might say optimism. However, it must be remembered that the pay day of the West, that is the first week in November is drawing near and until it is past there can be no great distribution of ready money. However, there seems to be no anxiety as regards the November settlement, the general opinion being that there will be no very big carry over.

There is fair trade in general hardware in the West and as usual a big movement from the East of heavy hardware to the lake ports where much of it

NEW GRADE OF GASOLINE

Cheaper gasoline and a grade of oil especially suitable for use in automobiles that will cost approximately four cents per gallon less than present prices is the announcement recently made by the Standard Oil Co. A new process has just been patented and installed in the Whiting, Indiana, and Alton, Ill., refineries of the company by which 38 per cent. of gasoline may be refined out of crude oil instead of only 15 per cent. as at present. This operation, the company claim, has been thoroughly tested and is already an assured success.

As the high price of gasoline has been due almost entirely to scarcity, and as refiners now expect to be able to meet all demands, a drop in prices is early anticipated.

For some time the originators of the new process have been working on the scheme, but as yet are not satisfied with results obtained. It is understood that even now they are experimenting with a view to working out a still newer process by which 75 per cent. of the crude oil may be converted into pure gasoline. This will, of course, cause even further reductions in price if successful.

It is understood that "motor spirits", especially designed for use in running motors will be placed on the Kansas markets in a few weeks and that prices as stated above will be about 4 cents per gallon less than the grades now set aside for motor use.

will be stored for next spring's requirements. There is still a good deal of house-building going on in the city and the chief building inspector gave it as his opinion that the year's operations will yet reach $17,000,000. There is also considerable building now going on at outside points.

Some fears are entertained of difficulties in securing transportation under the enormous pressure put upon the railway companies in moving the crop. There are grounds for this as inspection now average 1,500 cars per diem. The high water mark is, however, pretty well reached. It would be good policy, however, for country retailers to send in their fall and winter orders early for rush orders will hardly escape delay and inconvenience.

Stoves.

Stove dealers report a good movement of furnaces and heaters which received a timely impetus by the appearance of sharp frost at the end of last week. On the whole, the trade in stoves compares very favorably with that of last year, and in electrical radiators and cooking devices trade is growing all the time.

Paints and Oils.

As indicated in last review, an advance of 3 cents per gallon on linseed oils was but of short duration and prices are again at the old level. If the flax market here is any indicator of oil prices they should yet decline for flax is very weak but no one knows what is behind the flax market or can pretend to forecast its next move.

Some other changes in prices are wire nails, now quoted at base $2.45 instead of $2.50, and a decline of 3c to 4c per lb. on copper rivets nd burrs.

Metals.

Prompt delivery of orders from the mills is a satisfactory condition in sheet metals that has removed a drag that greatly hampered metal workers a year ago. Fluctuations in tin, lead and copper in the East have had no effect locally. Cement is still in very good demand here.

IMPROVEMENTS IN WIRING DETAILS.

Advances in the practice of electric light fitting are being made evident in many ways. Since the various early patterns of switches, ceiling roses, and lamp-holders have given place to more or less standarized types, the manufacturers of accessories have had more time for developing what were once considered to be quite minor details of the domestic circuit. In the light of many of these improvements those who carried out wiring work a couple of decades ago are naturally inclined to wonder how they succeeded at all. In fact, they are justified in believing that the present generation of wiremen would not have overcome the difficulties with which they as pioneers were confronted. Nowadays we are blessed with wiring "systems" which give the contractor and installation engineer, to call him by one of his many names, the minimum of trouble. Such systems are thoroughly sound in principle and eminently satisfactory in practice if the actual erection work is not deliberately scamped. Indeed, these systems are a complete safeguard against any but intentional blunders; but, of course, their standard of excellence depends almost entirely upon the quality of the material used There is, unfortunately, no protection against the employment of cheap and inferior material, so long as the competitive system is in vogue. A low standard of workmanship is, if anything, preferable to a low standard of material. The one can be remedied as it becomes apparent with the passage of time, but the other remains almost irretrievably bad.—Ironmonger.

THE NEED FOR PROTECTION.

Montreal, P.Q.—The party of Dominion Steel Corporation directors, who have been inspecting the mills and mines of the company at Sydney and elsewhere, returned here last week. Reports given out by them as to the progress of the new Sydney plant are exceedingly encouraging. Wm. McMaster, vice-president of the Corporation, pointed out particularly the advanced state of the construction work on all additions and extensions. These are as follows:—Two blast furnaces, which makes eight in all; a new 500-ton mixer to take care of all the steel made in the steel furnaces; a rolling mill for the manufacture of round, square, and flat bar steel; a new wire mill for making plain wire, galvanized wire, and barbed wire, together with a new wire nail works and a new cooperage.

All that is now lacking, state the Montreal directors, is more and adequate protection to the steel rod industry. "If the Government would grant us the same protection they afford every other manufacturing line in the Dominion," said George Caverhill, "the position of the steel industry in Canada would be in a far better state. So far as the Steel Corporation is concerned, the assistance would not mean so much in the way of increased earnings in the steel rod department, but it would allow us to operate the blast furnaces and the coke ovens at full capacity, and so cut down our cost of production.

"The protection, however, would not affect consumers of wire nails and other products disadvantageously in the way of prices, and it would have a decidedly stimulating effect upon the Dominion's home industry, as the greater part of Canada's consumption in this respect at the present time is being imported from Belgium and the United States. It would also mean that several hundred more men would be added to the pay list of the Corporation if present conditions were improved in this regard."

The directors were very enthusiastic over Port au Port, which Mr. Caverhill claims is one of the finest shipping ports of the world.

CHANGE OF NAME AND ADDRESS.

The El. Starr Mfg. Co., Milwaukee, have sent to the trade the following removal notice:—On and after August 25, 1913, this company will be located at 227-233 West Erie street, Chicago, Ill., where with improved and largely increased facilities for manufacturing, we will be prepared to give the best possible service and wherever possible to improve the quality of our product. While making this change we have also decided to slightly change the name of our corporation, which will hereafter be known as the Star Specialty Manufacturing Co., and all further correspondence should be so addressed. We are also adding some additional lines of high grade specialties for the hardware and kindred trades.

REMOVING ENAMEL FROM WIRE.

With the increasing use of enamelled wire for instrument winding and similar purposes, the following methods, which have been adopted in Germany for cleaning the enamel from such wire preparatory to soldering, will be of interest:—

When the wire is very fine it is a difficult matter to strip the enamel without breaking the wire. According to the "Electrician," the ends of the wire are dipped for a few seconds in boiling potash lye or in concentrated sulphuric acid, then washed with hot water and dried by dipping in alcohol. This leaves a clean surface of metal for soldering.

FLAG FOR SPECIAL OCCASIONS.

The Vernon Hardware Co., Barnard Ave., Vernon, B.C., have a large flag which they display in front of the store on special occasions. The flag measures 12 x 24 feet and creates much favorable comment whenever it is used.

Methods of Retailing Paints and Varnishes

Featuring Paint in Windows During Fall

This is a splendid time to show paint displays—An original window by Smith and Gaetz, of Red Deer, creates a lot of interest—Selling force behind the attractiveness of this display.

Hardware and Metal has at various times reproduced some very novel window displays that have appeared in the show windows of Smith & Gaetz, of Red Deer, Alta. One of the hobbies of Dan A. Smith, an employee of the above firm, is window dressing, and many original window displays stand to his credit. The accompanying illustration shows the prize-winning display in a contest conducted on Dominion Day, July 1. On this holiday the citizens of Red Deer hold their annual celebration, consisting of sports, amusements, etc. It is customary on this occasion for the Sports Committee to offer special prizes for the best dressed window in the city, and it was in this competition that Mr. Smith was deservedly successful.

The scene shows a model house surrounded by lawns, walks, roadway, boulevard, etc. All details have been carefully planned in order to make the display realistic. The electric street lighting system with poles at stated intervals, and the telephone poles with wires attached, present a striking appearance. The roadway, curbing and boulevard are complete in every particular, even to having the customary sign on the boulevard: "Please keep off the grass." A fountain in the centre of the lawn adds greatly to the beauty of the scene. A nicely painted flagpole, from which a Canadian flag is flying, also adds to the appropriateness of the display. The model house was made from an ordinary packing case with openings cut out for doors and windows. The sides were covered with wall board, and the roof and gables were made of the same material. The windows were made of glass.

As may be seen in the illustration, the outside details of the house were complete in every particular, and care was taken in painting so that the colors would harmonize. The display was indeed a creditable one, and the novel features attracted large crowds to see the display. Much favorable comment was heard, and the publicity gained in this manner and also through the distinction of the window being declared the prize-

(Continued on page 58.)

Clever Display Arranged by Dan A. Smith in Window of Smith and Gaetz, hardware, Red Deer, Alta.

HANDLE PRODUCTS
that are
BEST ADVERTISED

Such a policy is bound to show results.

Every customer who comes into your store is acquainted with the stock you carry, and leaves satisfied, because you have been able to supply him with what he required. Such a customer will call again and you will retain his business.

PRATT & LAMBERT'S VARNISHES

are the best advertised products of their kind on the market. Thousands of dollars are spent annually in making these goods known to every painter on the continent. But their quality is their greatest advertising feature. They give satisfaction. Satisfaction breeds content. And a contented customer is every dealer's best advertisement.

Be a Pratt & Lambert Dealer and handle the following popular sellers:—

"61" FLOOR VARNISH for floors.
"38" PRESERVATIVE VARNISH for best interior work.
SPAR FINISHING VARNISH for exposed work.
ALCOLAC for first coats.
"110" CABINET VARNISH for general interior work.
"VITRALITE," the long life white enamel.

Stock up to-day with quality goods.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, LTD.
CALGARY

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, LTD.
EDMONTON

Three Big Reasons Why
BERRY BROTHERS VARNISHES
Are Money Makers for the Hardware Dealer

Berry Brothers Have Been Making High Grade Varnishes for Fifty Years

The fathers of many prosperous hardware dealers to-day started in business with a stock of Berry Brothers' products, and the line has been a leader in their stores ever since.

Painters, decorators, architects and home-owners for over half a century have been friends and users of Berry Brothers' Varnishes.

Berry Brothers' Progressiveness Has Helped to Make Our Dealers Successful

We have never been satisfied to let our line stand still. As new needs for varnish have arisen we have always been quick to supply our dealers with a new product to meet the demand.

There is now a new Berry Brothers' product for every varnish need. No matter what your customers' needs may be—interior or exterior finish—varnish for house, boat or furniture—you can sell them Berry Brothers' product best adapted for that use.

Our Extensive Advertising to Varnish Consumers is a Big Sales Help to Berry Brothers' Dealers

For many years we have been telling the Berry Brothers story to varnish consumers from Coast to Coast. That is one big reason why our dealers have found it pays to push Berry Brothers' products. Live dealers everywhere are more and more directing their energies to the sale of trade-marked, standard, well-advertised lines.

Our products are quick sellers, not only because they have unusual merit, but because they are backed by a large volume of advertising that brings varnish consumers into the stores of our dealers

If you do not handle Berry Brothers' Varnish you will find it well worth while to send for our literature and dealers' proposition to-day.

BERRY BROTHERS

Largest Varnish Makers — INCORPORATED — Established 1858

WALKERVILLE, - - ONTARIO

Weekly Market Report --- Paints

MONTREAL.

Montreal, Sept. 24.—Trade in all branches of the paint business is booming. Not only has better feeling in money encouraged more heavy buying all round, but the feeling generally produced has put new vim into salesmen and retailers, which in turn has been reflected in the consumer. The weather, too, has been favorable, thus promoting paint sales greatly.

Linseed Oil.

Following a straight drop of 5 cents per bushel in the price of Western flax last Monday, linseed oil registered a corresponding decline here. One dealer at the time dropped prices to 57c and 60c, but claims that, as market is again firming, he will have to put up prices again before the end of the week to at least a 59c and 62c basis. A variety of prices are quoted by the different firms from 57c to 63c on raw and 60c to 66c on boiled in single barrel lots.

Turpentine.

Following an advance to 38¾ cents in the South, turpentine was advanced here this week by some dealers to 59 cents in single barrel lots. Others, however, still hold at last week's level, so that prices range all the way from 55 cents to 59 cents.

While this advance in the South has caused corresponding firmness here, its permanency is still disputed. Some dealers even claim that before the end of the week turpentine will begin to fall back to its old level.

White Lead.

Lead holds very firm as a result of the Mexican situation, which shows no improvement. Thus owing to continued high price of dry lead it is quite possible that paint manufacturers will have to advance their prices shortly. Delivery, however, so far as can now be judged will still hold only to October 1.

Gasoline.

There is some talk in the States of cheaper gasoline for automobiles, following a new process by which a greater percentage of crude oil can be turned into pure gasoline. Prices, however, in Montreal still hold at 24 cents for drums and 27 cents in wood.

Putty and Glass.

Colder weather has created a brisk demand for both glass and putty. Prices on glass are being firmly maintained, and on putty show continued firmness also.

TORONTO.

Toronto, Sept. 25.—Paint manufacturers and jobbers report that business is brisk. The last two weeks have shown considerable improvement in the paint trade, and orders are coming in freely. There is a good demand for ready mixed paints and varnishes. Toronto quotations on linseed oil are unchanged generally, but price shading is evident in many cases.

The demand for oil at the present time is not heavy. As a general rule turpentine advances in price at this season of the year, but quotations at present are easy and unchanged. White lead is in fair demand at last week's quotation. The cool weather has created a demand for glass and putty. Quotations on glass and putty are unchanged, but firm.

Linseed Oil.

Toronto quotations ruling on linseed oil are 62 cents per gallon for raw linseed oil and 65 cents per gallon for boiled linseed oil, with the usual price reductions for quantities. Latest reports from the West indicate an advance in the price of flax seed, and if the advanced prices continue to rule it is altogether likely that the price of oil will remain firm.

Turpentine.

The ruling price on turpentine is still 60 cents per Imperial gallon in single barrels, and 59 cents per Imperial gallon in 2 to 4 barrel lots. Latest despatches from the South state that turpentine is easier. Rosin is also weaker in the South. Toronto quotations on resin remain unchanged.

White Lead.

Lead quotations remain unchanged, and the opinion generally is that no change will take place before October 1st. What the nature of the change will be if a change takes place is hard to predict, but some dealers assert that quotations will not be lower. Toronto quotations at present are $8.20 in ton lots and $8.40 in less than ton lots.

Putty and Glass.

The approach of fall and the near completion of many buildings has created a good demand for glass and putty. Quotations are firm, and glass is quoted in Toronto at 15 per cent. discount. Putty is quoted as follows:—Standard in casks, $2.50 per 100 lbs.; 100 lb. drums, $2.70; bladders, $3.00 per 100 lbs.

Paints and Varnishes.

There is an exceedingly heavy demand for interior finishes, including flat wall colors, floor paints, varnishes, varnish stains, etc. A large number of householders are refinishing the interiors of their homes before the arrival of the cold weather. Outside paints are also in good demand.

FEATURING PAINT IN WINDOWS DURING FALL.

(Continued from page 56.)

winner in the competition would prove a valuable advertisement for the firm.

In arranging the display Mr. Smith did not confine his efforts entirely to the novel features of the display, for novelty alone will not always sell goods. The display was arranged in such a manner that the novel features arrested the attention of the passer-by, and in stopping to look at the display he not only saw the house and its surroundings, but he also saw a well-balanced display of painting materials. The cans of paint were attractively arranged, and the background of the window presented a striking appearance. A neat show card gave information regarding the kind of paint used in decorating the house. The display, while distinctly novel, showed many instances where paint could be advantageously used in beautifying the home and its surroundings.

The chief mission of the display was to feature paint, and, no doubt, a lasting impression was made on the minds of many persons who had an opportunity of viewing the display. The fall is a splendid season for pushing the sale of paints, and well arranged window displays will aid greatly in creating sales.

GEO. W. ARMSTRONG DEAD.

The death occurred on Saturday, Sept. 20 of Geo. W. Armstrong. The deceased who was an ex-alderman, was seventy-two years of age. For twenty-five years he had been a resident of London, having been employed as a traveler for a considerable time. During latter years he became interested in and managed the London Brass Co.

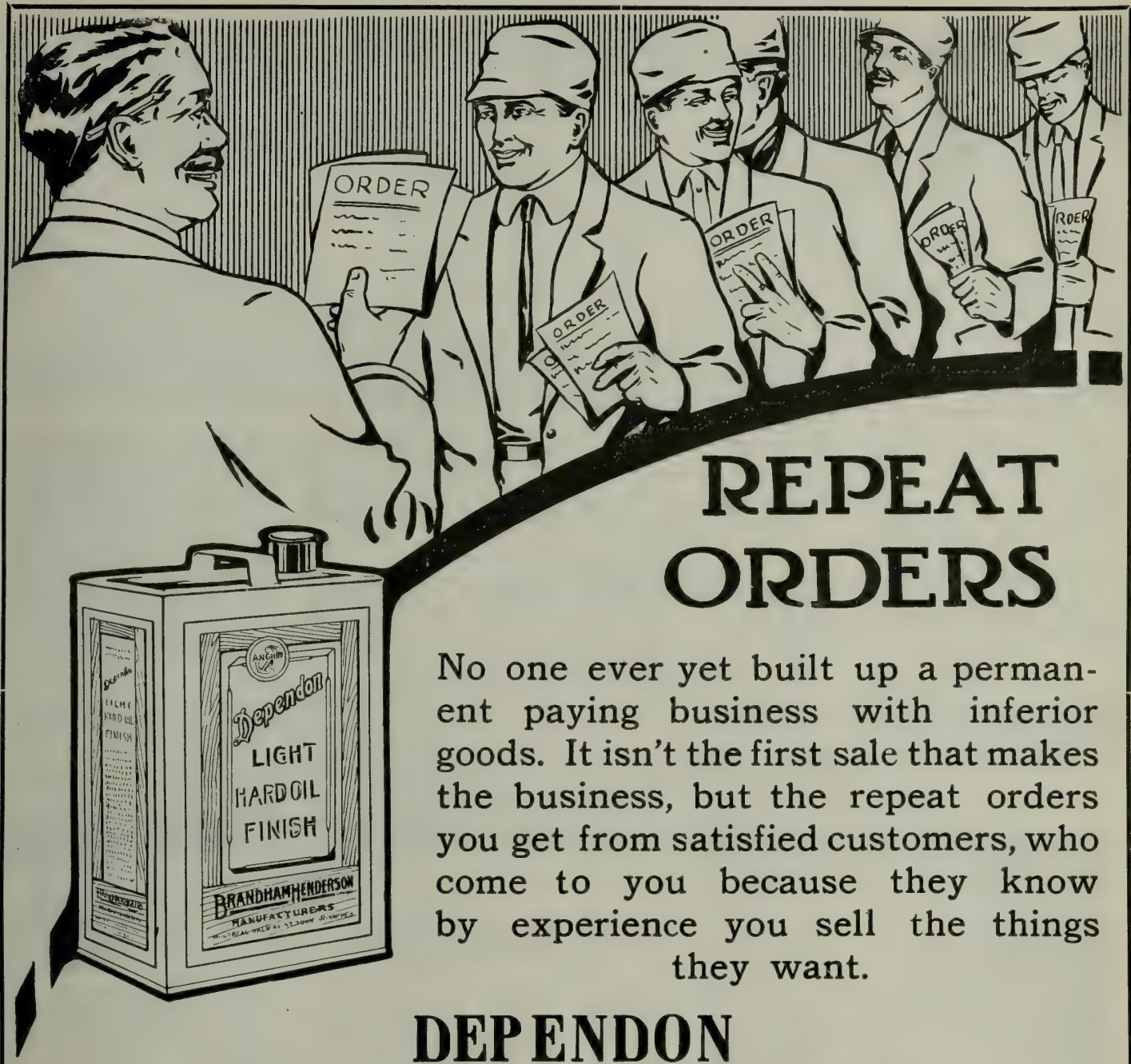
FOR SALE

HARDWARE AND TIN BUSINESS FOR sale. Situated in good farming country. Stock $13,000.00, splendid opportunity. Success a certainty. One opposition. Apply Box 37, Hardware and Metal, Toronto. (42)

FOR SALE—HARDWARE AND PLUMBING business in thriving New York town of 5,000. Building will be sold if desired. Address Box 40, Hardware & Metal, Toronto, Canada. (40)

SITUATION WANTED

A HARDWARE CLERK, CANADIAN, FOUR years' experience, desires position in a wholesale or retail store. Can furnish the best of references. Box 38, Hardware and Metal, Toronto. (41)



REPEAT ORDERS

No one ever yet built up a permanent paying business with inferior goods. It isn't the first sale that makes the business, but the repeat orders you get from satisfied customers, who come to you because they know by experience you sell the things they want.

DEPENDON LIGHT HARD OIL FINISH

is a trade-builder because it has precisely the qualities that appeal to practical men—dries hard, rubs to a fine polish, will stand hard wear and is always uniform. It is the most dependable hard oil finish made, therefore the surest to give satisfaction and bring the customers back for more.

IT PAYS to sell **DEPENDON** because the first sale means a steady customer.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb.$10 25 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

"Alonzo W. Spooner, Ltd."
Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.
Nicoluminam Grades, No. 1, 2, 3.
Babbitt Metal Grades, No. 1, 2, 3.
Prices, 6c—60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2½ "	12 25	11 00
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 80
" " 4 "	19 80	19 00

BRASS.

Spring sheets, up to 20 gauge	0 26
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal	Toronto
	Per 100 lb.	
Casting ingot	17 75	17 25
Cut lengths, round bars, ½ to 2 in.	27 50	
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches	29 50	
Copper sheet, tinned, 14 x 60, 14 oz.	30 50	
Copper sheet, planished, 14 x 60, base	37 50	
Braziers', insheets, 6 x 4	29 50	

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summerlee, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	3 10	3 00
All bright, 52 sheets	3 70	4 15

Galvanized—Apollo	D.	Crown	Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x80	8 90	8 90	9 50
20x28x80	9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 75	3 60	3 75
22-24	3 90	3 75	3 90
26	4 15	4 00	4 15
28	4 40	4 25	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Buttweld Pipe.

Size.	Black.	Galvd.
¼ in.	2 28	3 18
⅜ in.	2 28	3 18
½ in.	2 72	3 57
¾ in.	3 28	4 43
1 in.	4 85	6 55
1¼ in.	6 55	8 86
1½ in.	7 84	10 59
2 in.	10 55	14 25
2½ in.	16 67	22 52
3 in.	21 80	29 45
3½ in.	26 22	35 42
4 in.	31 07	41 97

Standard Lapweld Pipes.

Size.	Black.	Galvd.
2 in.	11 66	15 36
2½ in.	17 26	23 11
3 in.	22 57	30 22
3½ in.	27 14	36 34
4 in.	32 16	43 06
4½ in.	36 20	48 90
5 in.	42 18	56 98
6 in.	54 72	73 92
7 in.	80 92	109 50
8 in.	97 92	132 50
9 in.	117 30	162 20
10 in.	140 10	189 50
12 in.	172 40	238 30

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 75; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.

Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb	0 11½	0 11¼
Light copper & Bottoms.	0 10½	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 75	5 65
Imported pig, per 100 lbs.	5 75	5 65
Bar pig, 100 lbs.	6 00	5 85
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guarant'd.	0 28	0 28
Wiping	0 26	0 26

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb.	6 75	7 00

TIN AND TINPLATES.

	Montreal.	Toronto.
Lamb and Flag and Straits— 56 and 28-lb. ingot, 100 lbs.	48 00	44 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)

		Per box
I C, 14x20 base	....	$7 00
I X, 14x20 base	....	8 25
I X X, 14x20 base	....	9 50

Raven and Murex Grades—

I C, 14x20 base	....	5 00
I X, 14x20 base	....	6 00
I X X, 14x20 base	....	7 00
I X X X, 14x20 base	....	9 50

"Dominion Crown Best"—Double.

COATED, TISSUED.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	....	4 65
I X, 14x20 base	....	5 65
I X X, 14x20 base	....	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base	....	4 50
20x28, double box	....	9 00

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	....	7 40
I X, Terne Tin	....	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—
XX, 14x56, 50 sheet bxs.)
XX, 14x60, 50 sheet bxs.) 7 50
XX, 14x65, 50 sheet bxs.)

TINNED SHEETS.

72x30 up to 24 gauge, case lots	8 50	....
72x30 up to 26 gauge, case lots	8 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Other sizes, 50 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and papernigs 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

"OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

WILL OUTWEAR ANYWARE

"A New light" on the cooking question—We have a new assortment every month. If you are interested in profits, write us to-day.

Western Distributors: Moncrieff & Endress Ltd., Scott Bldg., Winnipeg, Man.

THIS TRADE MARK

WARE M'F'G. CO. L'TD. OAKVILLE PURE ALUMINIUM WARE

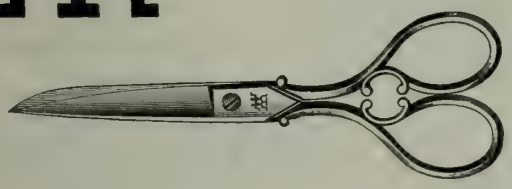
ON EVERY ARTICLE

THE WARE M'F'G. CO. LIMITED OAKVILLE, ONT.

J. A. HENCKELS

Twinworks Cutlery

None genuine without this trade mark



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MARTIN-SENOUR PAINTS & VARNISHES

An Individual Advantage

Your Customers are Pre-convinced that "the paint for wear and weather" is

100% PURE PAINT

Give them what they want. It pays to sell Martin-Senour 100 per cent. Pure Paint—"the line of least resistance."

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LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN

TORONTO HALIFAX

ANVILS.

Buckworth, per lb. 0 10¾

AMMUNITION.

"Dominion' 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits .... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger .... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track .... Special
Zenith 9 00
Atlas, steel covered 5 25 6 60
Perfect, No. 1 .... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 .... 10 00
New Milo, flexible 6 00
Double strap hangers, dozen sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 6 50
Sovereign 7 25
Chicago Friction, Oscillating and Big Twin angers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Per cent.
Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅜ and smaller..60 & 15
Carriage Bolts, 7-16 and up......55
Carriage Bolts, Norway Iron ($3 list) ....55 & 15
Machine Bolts, ⅜ and less......65 & 5
Machine Bolts, 7-16 and up.....57½
Plough Bolts ....55 & 5
Blank Bolts 57½
Bolt ends 57½
Sleigh Shoe Bolts, ⅜ and less.55 & 10
Sleigh Shoe Bolts, 7-16 and larger.50 & 5
Coach screw ....70 & 10
Nuts, square, all sizes ......4c per lb. off
Nuts, Hexagon, all sizes.4¼c per lb. off
Stove rids, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.... 0 95
O.K. Paper, No. 1, per roll...... 0 95
O.K. Paper, No. 2, per roll....... 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll. 0 62
Tarred Fibre, No. 2, 400 ft. roll. 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll......... 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt..... 2 00
Pitch, Boston or Sydney, 100 lbs. 0 85
Pitch, Scotch, per 100 lbs......... 0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. .... 2 60 ? 00
2 Ply Ready Roofing, per sq.... 0 75
3 Ply Ready Roofing, per sq..... 0 95
2 Ply Ready Roofing, per roll.... 1 15
3 Ply complete, per roll............ 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl.............. 4 50
Refined coal tar, per bbl.......... 5 00
Shingle Varnish, per bbl.......... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000. 23 00 28 00
" English 17 00 21 00
" American, low .. 23 00 25 00
" " high.. 27 50 31 00
Fire clay (Scotch), net ton.. .... 5 50
Fire clay (American), net ton 5 00 10 00

CHALK AND PENCILS.

Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr. 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 20
Bevel edge, 1 inch, doz............ 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in......... 2 50
" adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 50
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths........ 3 45
3 " " " 4 28
4 " " " 5 53
5 " " " 7 60
6 " " " 9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 per cent.
Copper tea and coffee pots, 40 per cent.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz.............. 5 25
Folding handles, 8 inch, doz........ 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft 3 02
10 " " " 3 31
12 " " " 3 88
15 " " " 5 53
Add extra 10c per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

FILES AND RASPS. Per cent.

Disston's 75
Great Western American 75
Kearney and Foot, Arcade 75
J. Barton Smith, Eagle 75
McClellan Globe 75
Black Diamond 66⅔
Delta Files 60
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (English list).. 35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz. .... $ 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickery handle, lb lb.......... 6.25
" straight claw, 1 lb., doz..... 7 00
Farriers hammers, 10 oz., doz...... 5 50
Tinners setting, ½ lb., doz....... 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over.. 0 06
Sledge, Napping, up to 2 lbs...... 0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross.... 8 00
" " ½-inch, per gross........ 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1½-inch, per doz. 5 20
Web 2 45

SISAL HALTERS (SNAP & RING).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12½ 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.
Can openers, per doz. 0 40 0 75
Mincing knives, per doz. 0 50 0 90
Potato mashers, wire, per d. 0 60 0 70
" wood, per doz. 0 50 0 80
Vegetable slicers, per doz.... .... 2 25
Universal meat chopper, No. 1 .... 1 15
Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32 .... 1 35 4 10
" " 100 to 103.. 1 35 2 00

Toasters, 50 per cent.
Fire shovels, 50.

Oil stoves and ovens, 50 and 10.

LADDERS, TRESTLES, ETC.

Step Ladders—
Shelf-lock .... 18c ft.
Ontario .... 16c ft.
Faultless ....20c ft.
Extra Heavy ....28c ft.
Hercules ....23c ft.
Decorator .... 18c and 20c ft.
Chair Ladders, each $1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20 ft., each $2.60
22 .... 2.86
24 .... 3.12
26 .... 3.38
28 .... 3.64
30 .... 3.80
32 .... 4.16
34 .... 5.10
36 .... 5.40
38 .... 5.70
40 .... 6.00
44 .... 7.48

(COMMON SINGLE LADDERS)

8 ft., each ....$ .80
10 ft. ,each 1.00
12 ft., each 1.20
14 ft., each 1.54
16 ft., each 1.76
18 ft., each 1.98
20 ft., each 2.40
22 ft., each 2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose .c per foot additional.

Cut Down Your WRAPPING PAPER Expense

Let Us Quote You Prices

Why keep down your profits by paying more for your Wrapping Paper than is absolutely necessary? We manufacture a complete line of all lines of high grade papers and offer them at a price that will effect a saving to every dealer.

WRITE US AT ONCE.

ALEX. McARTHUR & CO., LTD., 82 McGILL STREET MONTREAL

F. J. COX, Winnipeg, Sole Agent for West

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

HEINISCH
Trimmer Handle
Tinner Snips

Heinisch Quality

Assures Maximum Service

We manufacture a full lineof Tinners' Snips, Tailors' Shears, Scissors, Trimmers, etc.

Your jobber can supply you.

Our firm name which is stamped on every article, is our guarantee of universal satisfaction.

R. HEINISCH'S SONS CO.
Newark, N.J., U.S.A.

ROBERTSON SOCKET HEAD WOOD SCREWS

Will Give the Wood Worker the Best Satisfaction

They Save Time, Labor and Material

This is a real wood screw. A specially designed screw driver fits snugly into the square hole, and there it stays until the work is done.

This is the only wood screw of this type on the market and it is invaluable to carpenters, cabinet-makers, carriage-makers and for electric wiring.

Be sure to stock a few.

We manufacture high quality Hand Drivers, Yankee Bits, Brace Bits, Rivets, Bars, Washers, Nails, Wire, etc.

Drop us a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

(PAINTERS TRESTLES).

6 ft., each .. ..$1.50 14 ft., each ..$4.20
8 ft., each .. .. 2.00 16 ft., each .. 4.80
10 ft., each .. .. 2.50 18 ft., each .. 5.40
12 ft., each .. .. 3.00 20 ft., each .. 6.00

LANTERNS.

No. 2 or 4, plain cold blast, doz. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz.......... 7 50
Brass well japanned, doz........... 9 25
All brass, doz....................... 24 00
Cold blast globes, doz............... 0 50
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft............. 0 13¼
Corrugated, ¾ in., ft. 0 17
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from.......... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per do z............. 1 20 1 50
Folding ironing boards 16 25 18 00

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen...... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap ....per gross 33 00
Indian snap ....per gross 27 00

RAZORS.

Per doz.
Boker's 7 50 11 00
Boker's King Cutter 11 30 14 40
Henckel's 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 33 1-3 per cent.
Edelweiss 16 00

ROPE AND TWINE.

Sisal rope 0 11½
Pure Manila rope 0 16½
'British" Manila 0 12½
African hemp 0 12½
Cotton, 3-16 inch and larger..... 0 27
Russia Deep Sea line, 7-16 and larger, 18c.
Jute, 7-15 and upwards, 10½c.
Lath yarn, single 0 10¾
Lath yarn, double 0 11¼
Sisel bed cord, 48 feet, per doz.. 0 72
Sisel bed cord, 60 feet, per doz.. 0 90
Sisel bed cord, 72 feet, per doz.. 1 08
Cotton clothes line, 18 per cent. off.
Bag, Russia twine, per lb. 0 27
Wrapping cotton, 3-ply twine.... 0 26
" " 4-ply twine...... 0 30
Mattress twine, per lb. 0 45
Staging twine, per lb. 0 35

BINDER TWINE.

650 ft., per lb. 0 12½
600 ft., per lb. 0 11
550 ft., per lb. 0 10
500 ft., per lb. 0 09½
5 ton lots, ⅛c lb. allowance.
10 ton lots, ¼c lb. allowance.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot , doz.... 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.. 2 20
Sectional, ½ lb. each, per 100 lbs.. 2 35
Solid, 3 to 30 lbs. 1 63

SASH CORD.

No. 3, per lb. 0 28½
Sash Chain, No. 2, hd. ft...... 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 20
Common doors, 2 or 3 panel, grained only, 4-in. style 8 40
Beaver window screens, 14 x 18, open 28½ inches 1 00
Perfection window screens, 14 x 15, open 22½ inches 1 30
Model window screens, 14 x 22, open 36½ inches 2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS.

		Per cent.		
Wood F.H., bright and steel		.85	10	7½
" R.H., bright		.80	10	7½
" F.H., brass		.75	10	7½
" R.H., brass		.70	10	7½
" F.H., bronze		.70	10	5
" R.H., bronze		.65	10	5
Drive screws		.65	10	5
Set, case hardened		.60	10	
Square cap		.50 and 05		
Hexagon cap		.45		

Bench, wood, per doz. $5 00
Bench, iron, per doz. 4 25

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	.60	55 and 2½	45
Draining tools	.60	60	
Scoops	.50 and 5		45 and 5
Hollow backs and sand shovels	.60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only.
Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 1 50
Eureka tinned steel, hooks, per 1,000 .... 8 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 .... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths...... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCTHE.

		Dozen	
Washita Oil, No. 1, 6 in., 7 in., 8 in.	3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in...	2 50	3 10	3 50
Hindostan .... per lb.		0 06	0 10
" Slip .... "		0 18	0 20
" Axe .... "		....	0 16
Deer Creek .... "		....	0 10
Weerlick .... "		....	0 25
" Axe .... "		....	0 15
Oily White, 6 in., 7 in., 8in., doz.	6 00	6 60	7 60
Arkansas .... "		....	1 50
Water-of-Ayr .... "		....	0 10
Scythe .... per gross		3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90 brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
Lufkins, steel, No. 264, 66 ft., ea. 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821... 1 95
Chesterman's Steel, No. 1840, 50 ft.. ....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps 0 60
Out O' Sight Rat Traps 1 20
Easy Set Mouse Traps 0 45
Easy Set Rat Traps 0 95
Blizzard Mouse Traps 0 45
Blizzard Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VACUUM CLEANERS.

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combination Cleaner...... 6 50
Cadillac Electric, Model C......... 18 00
Cadillac Electric, Model D......... 20 00

VISES.

Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz......... 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Velox 180 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3........ 85 00
20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz......... 47 50
Eze, 11 in., per doz. 51 75
Bicycle, 11 inch 59 25
Trojan, 12 inch 100 00
Favorite 511E 61 50
Unexcelled 1041E 75 50
Challenge 311E 54 00
Gem 141 .... 51 75
Sunlight 111 .... 44 50
20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 in.. 0 70
" " " 34 in.. 1 00
" " " 36 in.. 1 25
" " neckyokes, 36 in.. 1 25
" " doubletrees, 40 in.. 0 95
" " lumbermans, 44 in.. 0 95

WOOD HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ask fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes, oval and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent. Wrenches.
Agricultural, 67½ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.......... 4 50
With rim, 18x28, per doz.......... 5 00
With rim, 20x30, per doz.......... 5 50
Without rim, 18x24, per doz...... 4 00
Without rim, 18x28, per doz...... 4 50
Without rim, 20x30, per doz...... 5 00

IRONING BOARDS.

Size 12x60 ins., per doz.......... 5 75
Size 14x60 ins., per doz.......... 6 25
Folding, 12x60 ins., per doz...... 15 00

SLEEVE BOARDS.

Basswood, stationary, doz.......... 1 50
Folding, per doz. 3.50

WASH BOARDS.

Glass, doz. 3 25
Enamelled, doz. 4 50

CLOTHES BARS.

3 sections, 4 ft., doz............... 4 25
3 sections, 5 ft., doz............... 5 50
3 sections, 6 ft., doz............... 7 25

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz..... 12 00

CLOTHES PINS.

Common, 5 gross in box, per box 0 65
Spring clothes pins, per box........ 1 00

WOOD WASH TUBS.

Standard size, doz. ....

TUB AND WRINGER STANDS.

Folding frame, doz. 18 00

BENJAMIN MOORE & COMPANY, Limited

TORONTO, CANADA

MAKE

MURESCO, The best Wall Finish.

SANI-FLAT, The best Flat Oil Paint, Washable and non-poisonous.

MIXED PAINT, Moore's House Colors, second to none.

YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell, the MOORE Line and make more money with less investment.

"SILKSTONE" FLAT WALL COLORS

(COPYRIGHT)

Colors of Merit
That
Bring Re-Orders

They dry smooth as silk, hard as a stone. Look like expensive ingrain wall paper and can be stencilled over. The housewife can wash SILKSTONE without soiling its finish.

Boost SILKSTONE this winter and see what splendid results it will bring you.

Write for our agency proposition and color cards.

G. F. STEPHENS & CO., Limited, Winnipeg, Can.

BRANCH at CALGARY, Alta.

Fall Painting

¶ This is just as important a feature to reckon with in selling paints as any other season's painting. Is your stock in order? Are you prepared to talk over the paint proposition with us?

R. C. Jamieson & Co., Limited

Established 1858

MONTREAL - VANCOUVER

How About It?

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head i,ron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's per dozen	0 65	1 00
North Bros., No. 30, per doz		16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 79. Seymour's, 50 and 10 per cent. Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.60
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.00

	In casks per lb.
Sulphate of copper (bluestone)..	0 07
Litharge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure..	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.		Per lb.
French medal		0 14
German common sheet		0 10
German prima		0 17
White pigsfoot		0 21
Brantford medal		0 10
" golden medal		0 11
" brown sheet		0 10
" Golden sheet		0 13
" Gelatine		0 22
" white gelatine		0 22
" white glue		0 12
" 100 flake	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL	0 11½
CL	0 12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb....	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb....	0 20¼
In 25 lb. drums, per lb	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb..	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb..	0 23¼
In ½ lb. pkts., 100 lb. cs, lb...	0 24¾
In 1 lb. tins, per lb	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs	0 08¾

PREPARED PAINTS.

		Per gallon in qt. cns
Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure..	1 75	2 00
Globe house paint (Windsor)		1 60
"New Era" house paint (Windsor)		1 85
Benj. Moore Co.'s "Egyptian" Brand		1 50
Moore's pure linseed oil, H.C..		1 65
Brandram-Henderson's "English"		2 00
Ramsay's paints, pure		1 80
Ramsay's paints, Thistle		1 60
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co.		
Jamieson's Crown and Anchor brand		1 60
High Standard		2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.

Standard	Montreal	Toronto
Bulk, in casks	2 30	2 50
Bulk, 100 lb. drums	2 50	2 70
Bladders, in bbls	2 80	3 00

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs	5 90	5 75
No. 1 kegs, per 100 lbs	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15
U. S. Water White	17	15½
U. S. Pratts Astral	21½	17½
Castor Oil, per lb. in bbls...	8¼	8½
Black Oil, Summer	12c	12c
Black Oil, Winter	14	14
Cylinder Oil, Green	35	35
Parafine Oil	22	20
XXXX Machine	22½	21
Benzine	27½	24½
Motor Gasoline, in drums	24½	24½
Motor gasoline	27¼	25
Pure turpentine, single bbls.	56	60
Linseed Oil, raw, single barrels	65	62
Linseed Oil, 3 to 5 bbls	64	61
Linseed Oil, 6 to 9 bbls	64	60
Linseed Oil, boiled— single bbls.	68	65
3 to 5 bbls.	67	64
6 to 9 bbls	66	63
Alcohol. 5 gal. lots. per gal.	1.00	1.00
Resin Grade G. bbl. lots	7.25	8.00

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps. brown japan	1 00
No. 1 brown japan	0 90
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 30
B.H. Ltd. "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish. ½ pts., gross	3 00
Pure white shellac varnish. bbls.	1 80
Pure orange shellac varnish. bbls.	1 65
No. 1 orange shellac varnish. bbls	1 40

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto. 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure..	8 25	8 20
Crown and Anchor, pure.	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 00
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd....	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 70 and 10 per cent.

BARB WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William, $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅜ and smaller, 60; 7-16 and larger, 50; machine, ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅜, 50½c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.50 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)....	5 00	5 35
26G (eual 28 Amer.)...	4 50	5 10
24G	4 25	4 65
22G	4 25	4 65
20G	4 15	4 55
18G	4 15	4 45
16G	4 00	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

52½ per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8 ,44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal, 11¾c; Pure Manila, 16¾c; British Manila, 12¾c; lath yarn, 11c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

SCREWS.

Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 71c single barrels; boiled, per gal., 74c single barrels.

These prices are for barrels. Less amounts 5c. per gal. extra, with additional charges for cans, etc.

TURPENTINE.

Per gal., barrel lots, 70c.

DRY COLORS.

White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.35 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

PUTTY.

Casks, $2.75 per cwt.; bladders, in barrels, $3.25; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

24½ cents per 112 lbs.

RED LEAD IN LINSEED OIL

Absolutely Pure
Guaranteed
Better

It is always ready for use.
It remains suspended in oil indefinitely.
It dries quickly without the use of driers.
It sheds water like a duck's back.
It is more economical.

Than Other Red Lead or Red Lead Substitutes

Because

It does not contain any adulterants.
It does not disintegrate or chalk off.
It does not harden or solidify.
It does not turn white after applying.
It does not cost proportionately as much.

Nothing Like It Has Ever Been Produced In Canada

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You Should Investigate And Prove It

Write us for samples and particulars.

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WINDOW GLASS

Now is the time you should look over your stock of Window Glass, and send us your specification of sizes wanted, as we have a most complete stock on hand, having put in an extra stock to meet the demand, which consists of the following:

16 oz. Star Glass.
21 oz. Double Diamond Glass.
26 oz. and 32 oz. Glass.
Obscured, Single and Double Glass.
Enamel, Single and Double Glass.
Ruby Plain, Single and Double Glass.
Blue, Single and Double Glass.
Purple, Single and Double Glass.
Green, Single and Double Glass.
Yellow, Single and Double Glass.
Opal, Single and Double Glass.
Chipped, Single and Double Glass.
Fluted, Single and Double Glass.
Cathedral, White and Tints.
Muffled, White and Tints.
Mottled, Large Muranese and Artistic, White and Tints.
1-8, 3-16, 1-4, Rolled Plate.
¼, ½, ¾, 1, Rough Plate.
Prismatic.
Wired Plate, Etc., Etc.

PAINTS OILS

A. Ramsay & Son Co., Montreal

ESTABLISHED 1842

VARNISHES GLASS

New Era Flat Wall Coating

IS AN EXCELLENT BUSINESS BUILDER

—every sale will lead to other sales.
It is easily applied, dries without gloss, imparts a soft, rich yet subdued and altogether restful effect to the eye.

SANITARY WASHABLE DURABLE

Can be washed with soap and water, after which it will show forth all the original freshness and beauty.

Results are equally good on walls or woodwork, as in either case tones soft and refined are obtained.

Send us a trial order at once. A big demand for flat wall colors always comes with the spring season.

Write for color cards and prices.

Standard Paint & Varnish Co., Limited

WINDSOR, ONTARIO

MAPLE LEAF
ML
FINISHES THAT ENDURE
QUALITY
PAINTS & VARNISHES

FALL PAINTING

Fall Housecleaning

reveals many articles and spots that are in need of a "touch" of paint.

Are You Ready

for Mrs. Housekeeper's demand for household paints and varnishes?

FLOGLAZE

"The Finish That Endures"
is a universal household enamel proposition carefully arranged to meet every requirement of the home and is immensely profitable for the dealer.

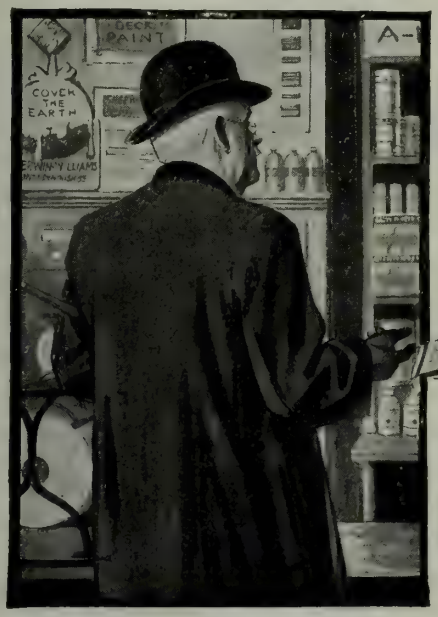
Especially so if he will allow us to co-operate with him and push the fall painting idea.

Write our MAPLE LEAF DECORATIVE AID DEPARTMENT for full particulars.

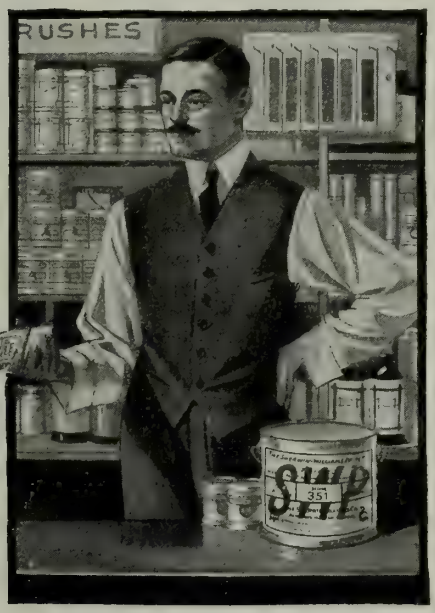
THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

A message from SHERWIN-WILLIAMS to

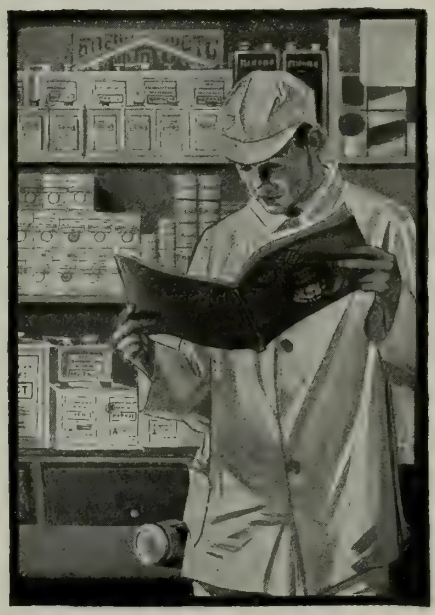
the man who owns a house



the man who sells the paint



the man who applies the paint



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(Sherwin-Williams Paint, Prepared)

Sell SWP
(Sherwin-Williams Paint, Prepared)

Use SWP
(Sherwin-Williams Paint, Prepared)

Every buyer, every seller or paint dealer, every user of prepared paint is interested in the quality of the product.

The buyer, because on quality depends his investment. If the paint is right it will give him a satisfactory job and will protect and beautify his property.

The seller or dealer is interested in quality as on it depends his future business. If he sells cheap, trashy materials he will lose the paint customer and will damage his whole business reputation, as the paint user will judge all other lines he handles by the poor quality of his paint line and will refuse to do further business with him.

The man who applies the paint is interested in the quality for his standing as a workman, is judged by the finished job, how it looks and how it wears; and on his reputation as a workman, depends his whole business success in the community.

Every Sherwin-Williams agent is in a strong position because the line he handles has built up its success on satisfactory quality. Sherwin-Williams products will back up the dealer's every effort to build up a substantial business and reputation for reliable and best goods.

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of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

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The Kind That Are Very Profitable, Reliable And Efficient

Sterling Prepared Paints never disappoint. They are easily applied and have exceptional surface covering and service giving qualities.

Made from the purest ingredients that can be procured and by special methods developed during our long experience.

Sterling Prepared Paints have been time tried and tested under adverse conditions and have proved that they are absolutely reliable and satisfactory.

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Every can is absolutely guaranteed to satisfy the most particular of painters. Find out what Sterling Paint dealers and users have to say—ask us to send you some names. Color cards and prices upon request.

Canadian Oil Companies, Limited, - Toronto

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CALGARY EDMONTON HAMILTON LONDON OTTAWA

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BRUSHES

Such lines as Stove Brushes, Scrubs, Dandy and Horse Brushes, Stable Brooms, etc., will soon be in great demand. Place your order now and be sure to buy the **Keystone Brand.**

Stevens-Hepner Company
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When you buy remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance.

Our Licensees are the only authorized manufacturers of the SLOW-DRYING QUICK-ACTING, NEUTRAL REMOVERS.

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BRITISH AMERICAN PAINT CO., Victoria, B.C.	"Bapco"
MOUNT ROYAL COLOR AND VARNISH CO., LTD., Montreal.	"Scrape-off"
ROBERTSON CO., LTD., JAMES, Toronto.	"Robertson's"
PEARCY & CO., LTD., SANDERSON, Toronto.	"Devolite"
STEWART & WOOD, Toronto.	"Solvo"
MARTIN-SENOUR COMPANY, LTD., Montreal.	"Martin-Senour"
ADAMS & ELTING CO., Toronto.	"Adelite."

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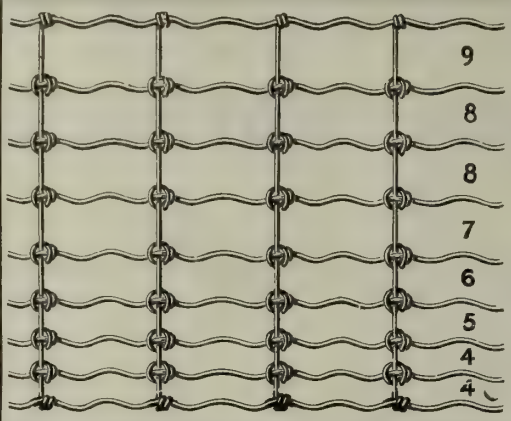

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MONARCH FENCES

They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The **"Monarch"** has the **best ring lock in Canada,** and **cannot slip or come loose.**

Do not lose a sale by being unable to supply a fence like this—send us a trial order NOW.

Write for catalog and prices.

MON ARCH

OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

Wood Mantels, Coal, Gas or Electric Grates
Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS, GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue - - - WINDSOR, ONT.

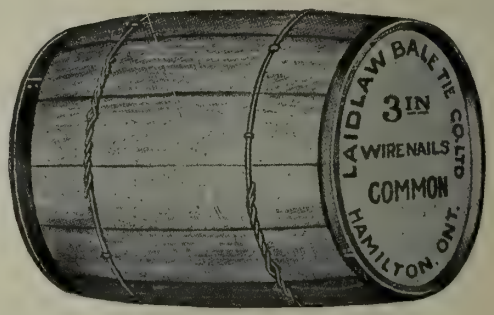
We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.



THE LAIDLAW BALE-TIE CO., LIMITED HAMILTON

GEO.W.LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN Winnipeg, Man.

A. Williams Sheffield "Ebro" and "Pen Nib"

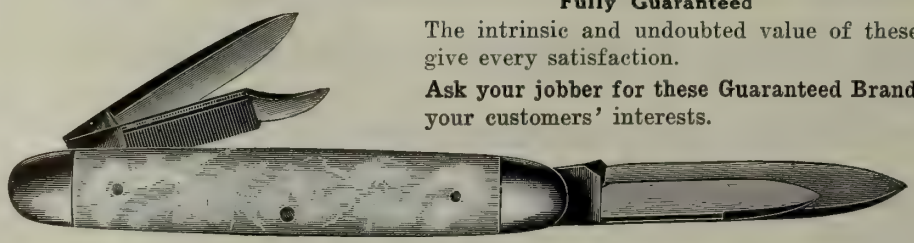
HIGHEST GRADE ENGLISH AND GERMAN CUTLERY

N. Kastor and W. H. Morley & Sons "Clover Leaf"

Fully Guaranteed

The intrinsic and undoubted value of these goods make them sell readily and give every satisfaction.

Ask your jobber for these Guaranteed Brands and you will protect your own and your customers' interests.



For Sale by the Wholesale Hardware Houses

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The International Nickel Company

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

The "Little Giant" Floor Scraper

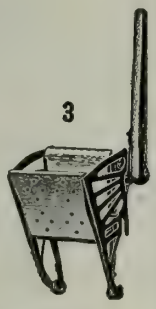
Quickly Pays For Itself

It is built of the finest material on the simplest possible lines, and will last a lifetime. Pays for itself in a very short time with the money it saves. The principle of operation is similar to a hand scraper, while the capacity for work is greatly increased. Sold under a guarantee to do better, faster and cheaper work than any other method. It will pay you to get full particulars, as **every sale brings you a large profit.**

Write to-day for circulars.

Hurley Machine Co., Limited
Toronto, Ont.
Phone Parkdale, 4148

The WHITE MOP WRINGER



is the world's standard

It wrings mops thoroughly, easily, quickly and neatly.

Sold by Jobbers and the old reliable White Mop Wringer Co.

MADE IN CANADA

WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

A Positive Assurance of a Better File Trade

TRADE MARK
DELTA

The only Line of Files from 3 to 24 inches that are made absolutely of CRUCIBLE STEEL

Be Sure to Specify
The "Delta"
When Placing Your Next Order for Files

Delta Files are a splendid line to handle because they cut fast and give an exceptionally long service—a service that will be the means of bringing you many re-orders and new customers.

We have them in any shape or size that your customers may require.

The **Delta Trade Mark** is our guarantee and your protection—always look for it.

Your jobber handles them.

FILES OF QUALITY

"The Delta File is the File worth while."

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto; Stark, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg.

A Guarantee Won't Make a Poor Plier Good, or a Good Plier Better

TRADE U TI CA REG. U. S. MARK PAT. OFFICE

—It's Quality That Makes the Guarantee and Keeps Trade

TRADE U TI CA REG. U. S. MARK PAT. OFFICE

When You Sell a Man a UTICA PLIER

you can look him in the eye and says "Yes" when he asks you if it is good.

Utica Pliers are as good as U. S. Money, inasmuch as they are worth face value. Utica Nippers and Pliers are guaranteed to be satisfactory in profit as well as quality.

THE UTICA GUARANTEE

We will cheerfully replace any Utica Nipper or Plier that proves defective or unsatisfactory for any reason, and, as the saying goes, "That's Some Guarantee." No strings to that.

May we send a Catalog and Prices?

Utica Drop Forge & Tool Co. UTICA N.Y.

The "Bayard" Auto-Cocking and Ejection Rifle is the Ideal Rifle For Everybody to Use.

It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong shooting high-class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning, the only tool needed is a screw driver.

Write for our free descriptive Booklet.

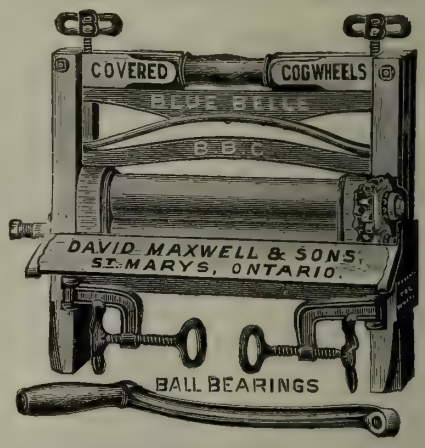
McGill Cutlery Co. (Reg'd.) - - - P.O. Box 580, Montreal, Canada

MAXWELL'S WRINGERS

The Maxwell line of Wringers includes over fifty distinct machines, classified according to quality of rolls from Five, Three, Two and One Year Grades. Styles include Covered and Open Gears, Plain and Ball Bearings, Flat and Spiral Springs, Single Lever Clamping Attachments and Malleable Iron Clamps which fit any tub.

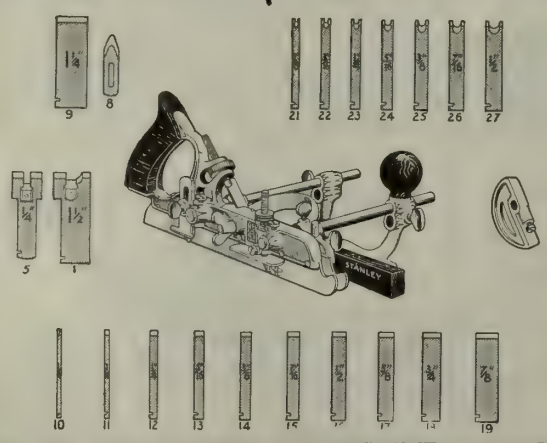
In each of these Grades and Styles you can give your customers the very best value they can possibly get for their money.

Write for Catalogue and Prices.



DAVID MAXWELL & SONS

ST. MARY'S, - - - ONTARIO



Stanley Tools

"45"

Seven Tools in One

1.—Beading and Centre Beading Plane. 2.—Rabbet and Fillester Plane. 3.—Dado Plane. 4.—Plow Plane. 5.—Matching Plane. 6.—Sash Plane. 7.—Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottoms.

Carpenters will fined this tool almost invaluable.

Send for catalogue giving complete description.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

NOW IS THE TIME TO FIX A "BRITON" Patent

Door Check & Spring

on your shop door to close it silently as the cold days are coming.

And your customers will want one when they see how beautifully it works.

Made in 6 sizes, to suit any door without alteration, also double action for swing doors.

Made only by

WM. NEWMAN & SONS

Limited

HOSPITAL STREET, BIRMINGHAM, ENGLAND

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

"Nature's everlasting waterproofer"

The natural asphalt from Trinidad Lake can't be successfully imitated to give lasting protection in roofing.

The imitations don't last. They crack and leak before you've had them long. They lack the unequalled weather-resisting quality of Genasco.

Trinidad Lake asphalt is "Nature's everlasting waterproofer."

This gives the life to Genasco Roofing which makes it protect and endure against the weather of all seasons.

It is easy to convince your customers of the superiority of Genasco.

Reinforce your argument with the advantages of the **Kant-leak Kleet** for smooth-surface roofing, that makes seams watertight without cement and prevents nail-leaks. Order Genasco from your jobber. Write us for full information and samples.

The Barber Asphalt Paving Co.

Largest producers in the world of asphalt and ready roofing.

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ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895

Special Grand Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

A NEW SNIP

NATIONAL POCKET SNIP No. 35

SALEABLE TO EVERY MAN.

Drop Forged, Light Weight, Convenient Size. List, $1.00 each.

SUPPLIED IN JAPAN OR SPECIAL RUST PROOF FINISH.

There will be more No. 35 Snips sold than any other Snip made.

Length 7 in. Cut 2 in. Weight 8 oz.

MANUFACTURED BY

NATIONAL CUTLERY CO., - - PHILADELPHIA

MAKERS OF NATIONAL SHEARS AND SNIPS

Selling Agents: A. C. PENN, Incorporated, 100 LAFAYETTE ST., NEW YORK CITY

STANDARD CHAIN COMPANY

COIL., RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

Lundy Shovels

Will Enable You To Command A Large Shovel Trade

There is no weak part about the "**Lundy**" Shovel.

It is made of open hearth, crucible steel, and has an exceptionally strong strap and blade point.

By handling the "**Lundy**" you make sure of satisfying all your shovel customers, and reap a good substantial profit.

We make three grades, so as to completely meet the requirements of the trade.

Satisfaction guaranteed.

Ask your jobber for Lundy Shovels. If he does not handle them, write us. We ship quickly.

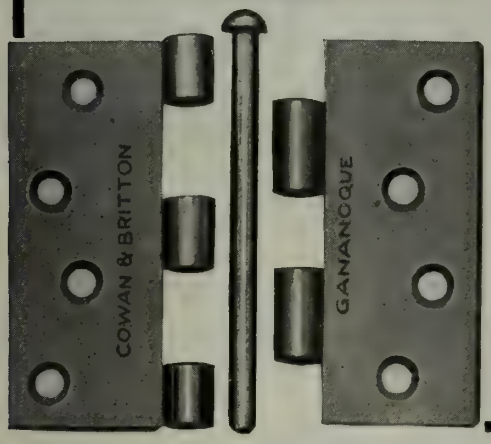
The Lundy Shovel & Tool Co., Limited

General Office and Works: PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B. C.; N. B. Misener, Toronto.

High Grade Builders' Hardware



including

Hinges, Butts Hasps Etc.

We do not want you to send us a large order till you are thoroughly acquainted with the quality of our goods.
Let us send a few on trial. If not satisfied with them we will make it right with you. Write for prices and particulars.

COWAN & BRITTON, LIMITED, GANANOQUE, ONT.

Humpty - Dumpty Folding Egg Crate

Quick Sellers

Humpty Dumpty Egg Crates are strong and well made. They are an exceptionally good value.

Eagle Mop Wringer and Bucket combined will give your customers long service and every satisfaction. The quality is unexcelled.

Write for catalogue on **Woodenware, Willow-Ware, Brooms, Brushes, etc.**

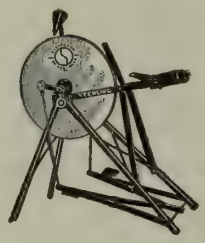
Walter Woods & Co.

Hamilton and Winnipeg

Eagle Mop Wringer And Bucket

Buyers will look for this Trade Mark

Every genuine Cleveland Grindstone can be identified by this trade mark—the only way to get the genuine. Do not be tricked by the term "Berea Grit" into thinking you are supplying your trade with the "same thing." "Berea Grit" is a mere name and does not stand for grindstone quality, such as your trade requires. Cleveland Grindstones are made in all sizes — power, hand and treadle—and for all purposes. No matter what the needs of your trade, you can get them from us at prices that insure generous profits. Write for Catalogue and Prices.



FOOT POWER

The Cleveland Stone Company
Cleveland, Ohio.

Look for the Trade Mark on every stone

IMPROVED "QUICKER YET" WASHER
STARTS EASY
OPERATES EASY
ACCOMPLISHES GREAT RESULTS

We want you to ask us or our Western Representatives about this "QUICKER YET" Selling Washer.

GLOBE MFG. CO., Perry, Iowa

WESTERN REPRESENTATIVES:
MERRICK-ANDERSON CO., Winnipeg, Man., Canada
McLENNAN, McFEELY & CO., Limited, Wholesale Distributors, Vancouver, B.C.

The Good Quality And Low Price of

The SELF LOCK Step Ladder

Assures Quick Turnover

This ladder is an exceptionally good value, and is a very convenient and practical house ladder where short lengths are used.

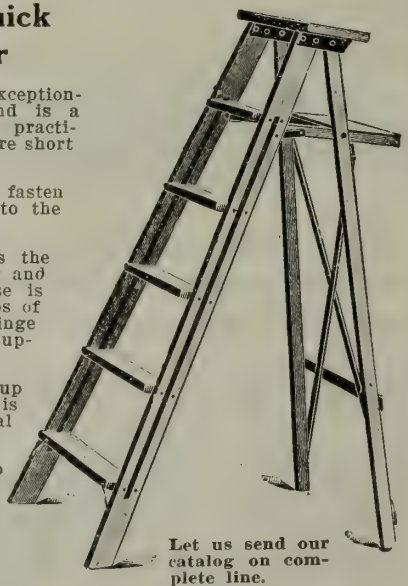
Galvanized steel ears fasten the legs and users to the top.

The lock that holds the ladder from opening and closing when in use is made by using strips of steel to form a hinge with the arms that support the shelf.

The shelf is always up when the ladder is closed and horizontal when in use.

Made regularly 4 to 10 feet.

We manufacture **Ladders, Bake, Ironing and Sleeve Boards, Clothes Dryers, etc.**

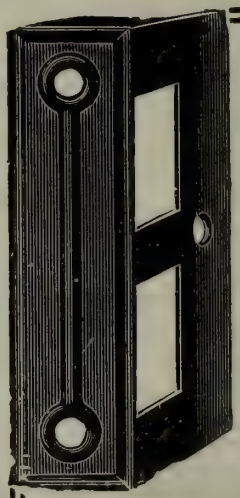


Let us send our catalog on complete line.

The Stratford Mfg. Co., Limited

Stratford *Ontario* *Canada*

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Maritime Provinces—J. H. Hanson Tilley Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.



NATIONAL STEEL RIM LOCK

The *National* lock is *superior* to all others in simplicity of construction, strength, durability and quality of finish.

It will attract the *best hardware* buyers to your store. It will give perfect satisfaction.

The world needs a trouble saver—we have it. Let us convince you before you buy. Write for samples and prices.

NATIONAL HARDWARE CO., Limited
ORILLIA, ONT.
CANADA

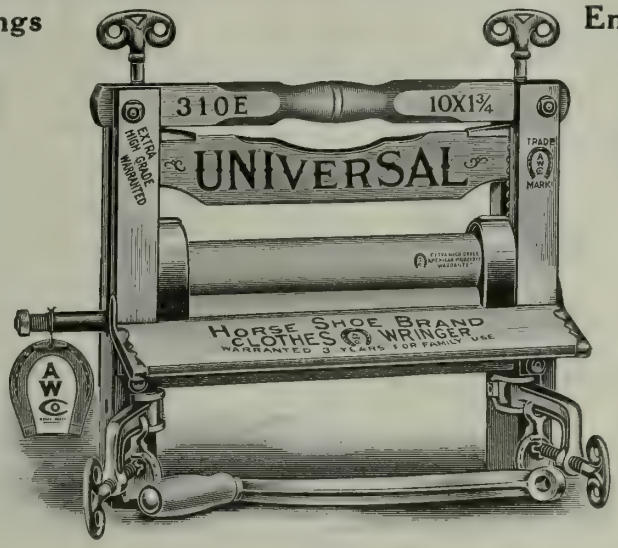
New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

PEASE "ECONOMY" BOILERS

Write to-day for Catalogue and Prices.

Pease Foundry Company
LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg. Hamilton, Montreal.

BUR-NOR

Don't You Ever Forget

BUR-NOR

Reinforced Handles, Oil-Tempered Blades

That Bur-Nor Hatchets will give your customers 50% more service than they can secure from any wooden handled Hatchet made.

Also that every sale of **Satisfactory** goods adds prestige to your store and to the good will of the purchaser.

Bur-Nor Hatchets are **satisfactory** in **every way. Strength, Quality** and **Endurance.**

Get Them from Your Jobber or Write Driect for Prices

BUR-NOR

Burgess-Norton Mfg. Co.

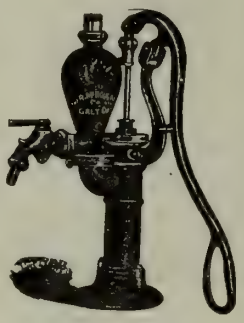
Geneva, Ill., U. S. A.

BUR-NOR

Good Pumps with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue. Write

The

R. McDougall Co., LIMITED

GALT, CANADA

Satisfied Customers

Is Always the Result of Selling

STILL'S Axe Handles

These handles are unexcelled in quality, finish and durability, and are well balanced and well shaped.

The selection and seasoning of the wood—the shaping and balancing of the handles, are done by men who make a specialty of this work.

We guarantee satisfaction. Our prices will interest you.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS, ONT.

Tools Stamped with the Buck's Head

Admitted duty free when used for educational work in Manual Training Schools

A full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools.

The most complete assortment of Carving Tools to be found in the United States.

Send for our Catalogue.

BUCK BROTHERS

Millbury, - - Mass., U.S.A.

Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit

This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

CHAIN

The James McKay Company
PITTSBURGH

Proof Coil Chain

B. B. Coil Chain

B. B. B. Coil Chain

Dredge Chain, etc. etc.

B. & S. H. THOMPSON & CO.
Limited
SALES AGENTS FOR CANADA
MONTREAL TORONTO WINNIPEG

DO you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and order blank.

HARDWARE AND METAL
Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG

DOMSTEEL WIRE Products

"From Ore to Finished Product."

Nail Wire, Rivet Wire, Annealed Wire
Straightened and Cut to Length

WIRE NAILS

All Standard and Special Gauges

LATH NAILS: We have installed special equipment for the bluing and packing of lath nails, and we are now in a position to supply these nails **ABSOLUTELY FREE** from all foreign substances.

Blued nails are packed in specially prepared kegs, paper lined, which assures them being received by the Lather in a perfectly sanitary condition.

Specify "Domsteel Sterilized Nails."

DOMINION IRON & STEEL CO.
Limited
Head Office and Works
SYDNEY, N.S.

Sales Offices:
Sydney, N.S., 112 St. James St., Montreal., 18 Wellington St. E., Toronto.

YOU NEED

Star Hack Saw Blades

Because no other blade is so entirely reliable for all classes of work. A Star Blade 12 x ½—14 teeth, can be used on anything excepting tubing with walls less than 1-16 inch thick, hence you don't have to carry a puzzling assortment of hack saws. **One** Star Blade does for all classes of work, and saves you a world of trouble and possible blunders.

For tubing 1-16 inch thick or less, use Star Blades, 21 teeth to the inch.

A reputation gained by 25 years' **successful** use, stands back of every Star Blade we send out. Can anyone beat it?

Send for complete catalog.

Standard for 25 years.

Millers Falls Company

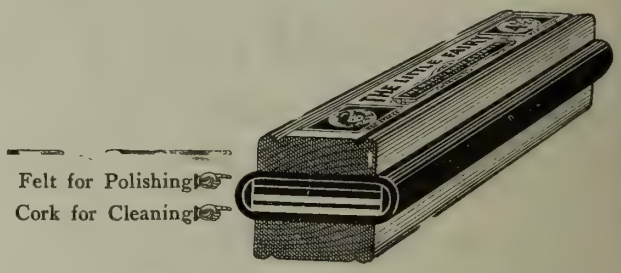
28 Warren Street
New York

THE KNIFE CLEANER

with the largest demand and sale of any Cleaner ever invented.

Special offer to Canadian buyers:

I will ship, free, Toronto, 2 gross of the Little Fairy Knife-cleaners, **Patented, for 8 dollars per gross, cash** on delivery.



A combination of felt and cork; it will clean, remove stains, sharpen, and will polish knives quicker and with a more brilliant, velvety polish than any machine, board or cleaner.

Samples with pleasure, or 2 dozen mailed on receipt of 1 dollar.

I am the largest manufacturer of Knife Cleaners in England, including The Wizard, The Sun and The Caly.

WILLIAM MACKAY

104 RENFREW STREET, GLASGOW

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke

This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR BIG FREE CATALOGUE

The Aylmer Pump & Scale Co., Limited

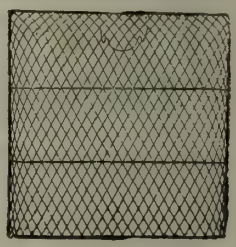
AYLMER, ONTARIO

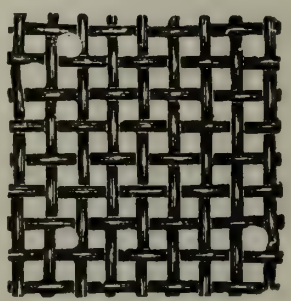
We are headquarters for

SPARK PROOF FIRE GUARDS

You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.** Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.

Send for illustrated price list





Manufacturers of **Double Crimped Wire Cloth and Wire Screening** for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

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D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse, of Alberta, Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B.C.

Canada Wire & Iron Goods Co.

HAMILTON

The Fame of Delica White Lighting Glassware

¶ It was neither chance nor advertising that drove Delica White to the very pinnacle of popular favor—*it was quality.* Whether for direct or semi-indirect illumination, electricity or gas—*it's right.*

¶ It's what the people want. No matter who you are or where you are, how large or how small, your people need Delica White and will buy it when they see it. Write for our catalog *now*—before you forget.

The Pittsburgh Lamp, Brass & Glass Co. of Canada, Limited

119 Wortley Road, London Ontario.

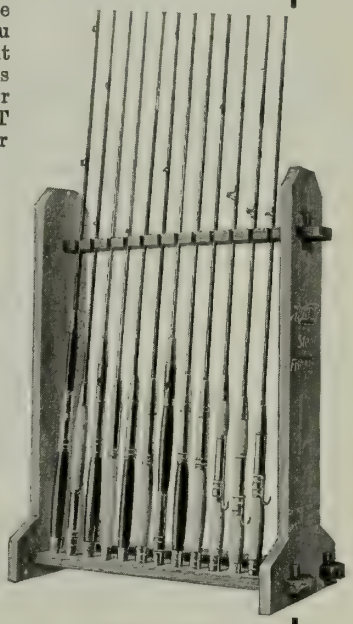
PITTSBRASCO

R. E. Davis, Representative.

THIS ROD STAND

FREE to Tackle Dealers

The handsome Rod Stand shown here will be given FREE to tackle dealers with an order for twelve (12) "BRISTOL" (only) Steel Fishing Rods. Simply write out your order for 12 "BRISTOLS" (to be shipped and billed through your jobber). Mail the order direct to us. The Rod Stand will go to you all charges prepaid. Only one Rod Stand to a dealer. You may choose as many different styles of "BRISTOLS" as you like—any style, size or price. The stand is NOT given with "Rainbow" or "Luckie" Rods.



This "BRISTOL" Rod Stand (patented) is made of tough cypress, mission style. It measures 2½ feet high x 2 1-12 feet wide x 11 in. deep. It makes a splendid display fixture for any store; but more than that, it will attract people and lead them to examine the rods. It brings the set-up rods so close to the people that they become actively interested. You can sell such people easily. Seeing a thing is wanting it. And a rod in the stand is worth two on the shelf. Send your order direct to

The HORTON MFG. CO., 170 HORTON ST. BRISTOL, CONN.

The Royal Rochester Electric Iron

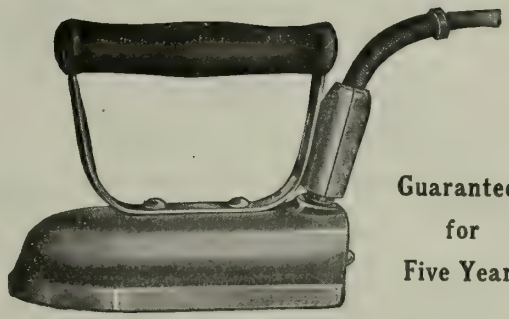
Is One That Satisfies Customers And Yields a Good Profit

In view of the fact that Electric Irons are becoming more and more popular every day, there is no reason why the dealer cannot reap big results by handling them, providing the line he carries gives his customers satisfaction.

The qualities of the "Royal Rochester" are superior to those of any other make of electric iron.

It will be well worth your while to get our circular. It gives a few reasons why the "Royal Rochester" is better.

Write us to-day.

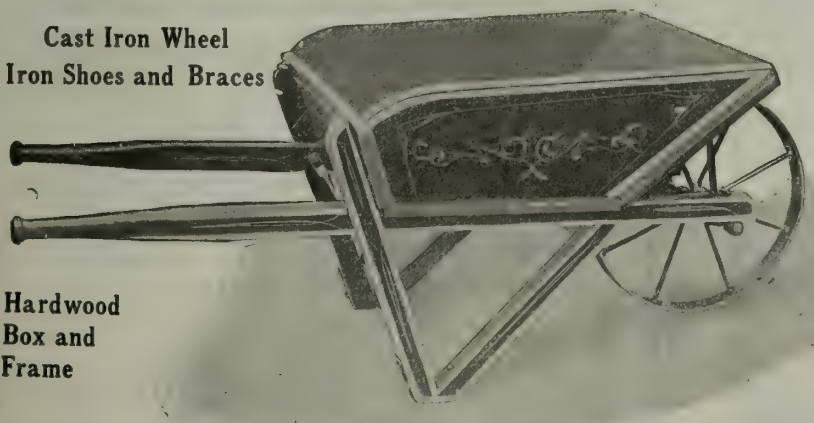


Guaranteed for Five Years

Chapman & Walker, Limited

TORONTO, ONTARIO

Cast Iron Wheel
Iron Shoes and Braces



Hardwood Box and Frame

This Quality Barrow

Will Bring You Excellent Results

Those desiring an easy running and strong barrow should get this one. It will give a service that customers expect, and be the means of bringing you other sales.

Try it and see for yourself.

Write to Dept. K.

The Schultz Bros. Co., Limited

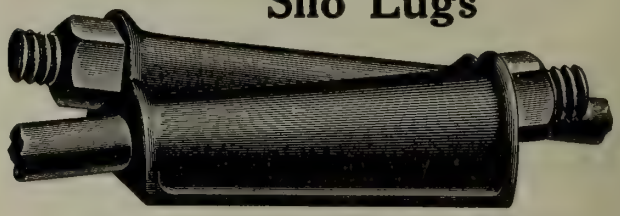
BRANTFORD, ONTARIO

Revolving CASES

A TIME SAVER and System Promoter. Every up-to-date Hardware Store should have these Cases. They prevent the mixing of screws and bolts, thus enabling the dealer to keep his stock in good shape, making it a pleasure instead of a task to handle them. These Cases are also used by the Auto trade for keeping small parts, and no one who has seen or used one will be without them. Catalog on application. Sold by all jobbers. Manufactured by

American Bolt & Screw Case Co.
DAYTON, OHIO.

Silo Lugs



Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅝ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

Otterville Mfg. Co'y., Limited
OTTERVILLE, ONTARIO

GEORGE B. BIRCH

The Cheapside Brass Foundry
BIRMINGHAM,
England.

Manufactures
Stair Rods and Eyes,
Casement Rod Fittings
and General Furnishing
BRASS FOUNDRY

Agents Wanted

WATCH FOR FUTURE ADVERTISEMENTS

It costs money to right a wrong.
WHY NOT USE
ARCTIC METAL
in your bearings and have no wrong to right.
Tallman's reputation is in the goods.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Scythes & Company, Limited

DEALERS IN
Cordage, Twines, Cotton Duck,
Oiled Clothing, Fishermen's Supplies

Sole Selling Agents
THE HOPKINS MFG. CO., Limited
Jute and Cotton Bags, Tents, Tarpaulins and Flags
and
THE DOMINION WASTE MFG. CO., Limited
Cotton and Wool Waste
An inquiry will bring our salesman

SCYTHES & COMPANY, LIMITED
18-22 Church St., Toronto and 33 Common St., Montreal

Samuels Dustless Ash Sifter

is the sifter your customers are demanding, and it will pay you to satisfy them in this respect.

They want it because it minimizes labor, permits no waste and is positively dustless.

A turn of the handle and ashes sift into barrel. Unburned coal drops into scuttle.

Samuels' Dustless Ash Sifter cuts coal bills in two and lasts a life time.

For Sale by
Rice Lewis & Son, H. S. Howland & Sons, Kennedy Hardware Co., Toronto; Starke, Seybold, Limited, Montreal.

Particulars on Request.

Manufactured only by
J. SAMUELS TORONTO, ONT.

Notice to Advertisers

We are revising our Classified List of Advertisements, at the back of this paper.

If you are not listed, or wish to change your headings, will you kindly advise us by letter, at once?

HARDWARE AND METAL
CANADA'S ONLY WEEKLY HARDWARE PAPER
143-149 University Ave.
TORONTO, ONT.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

The "THERMO" Poultry Fountain

PATENTS PENDING

In the "Thermo" are embodied the principles of the "dead air space" and the double walls. These worked out into a practical idea, make the Thermo Fountain.

After trying out several styles of fountain construction we are free to say: That the "Thermo" meets the demand for a non-freezing fountain.

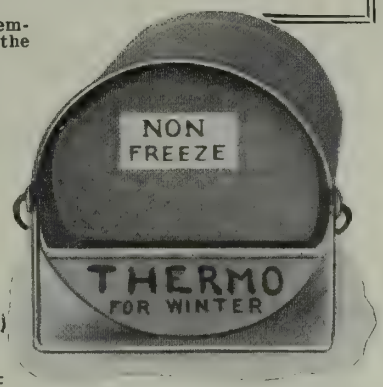
Stock it now. Every poultry raiser should have one.

Sample by post $2.00

Manufactured by

WILL. H. COTTON

SALEM, NEW YORK



THERE IS ONLY ONE GERMANTOWN LAMP BLACK

We lead the world in the manufacture of High-Grade Lamp Blacks.

Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.

BEAR BRAND LAMP BLACKS

WILCKES MARTIN WILCKES CO.

New York, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St. Toronto; H. W. Glassco, Winnipeg.

THE LARGEST PRODUCER & SHIPPER IN U.S.A.

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

SILO RODS

COUPLINGS, DOWEL PINS,
CONSTRUCTION BOLTS, and
DRIFT SPIKES

Prompt Shipments

LONDON, CANADA

Natural Gas Goods

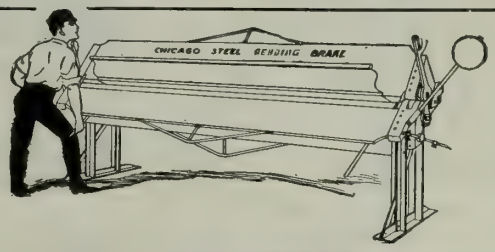
of every description

at

T. F. BERMINGHAM'S

20 John Street South

HAMILTON, ONT.



CHICAGO STEEL BENDING BRAKES

(Made in all sizes)

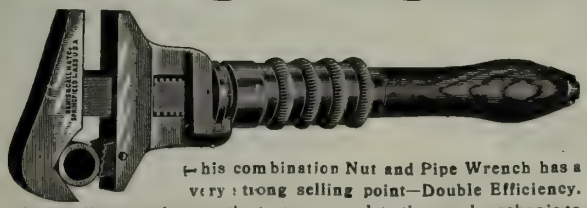
Regarding the Steel Bending Brake we purchased last spring, are pleased to report that we are more than delighted with this machine, not only with the way that it is constructed, but with the work it turns out. We formerly used a —— brake, but are very glad indeed now that we have made the change. We get more speed and better results.

Yours truly,

THE McCLARY MFG. CO. C. E. Main, Manager

The Steel Bending Brake Works Ltd., Chatham, Ont.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

TRADE B&C MARK

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY

Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.

CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

BABBITT METAL.

SPOONER'S No HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.

Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

HINGES.

ATLAS STRAP HINGE

Guaranteed stronger than any other strap hinge made from basic wire of the best quality.
Japan finish. Large profit for you.
Write for Samples and Prices.
Atlas Mfg. Co., 121 Water St., New Haven, Conn.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

COAT HOOKS.

Ask your dealer for
GOLD COIN WIRE HAT and COAT HOOKS
Made only by
JAMES & REID, Perth, Ont.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

LETTERS
White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto
NUMBERS

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

HERCULES
SASH CORD

THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

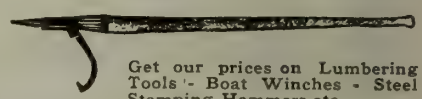
BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Coal Bags

We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.



Get our prices on Lumbering Tools - Boat Winches - Steel Stamping Hammers etc.

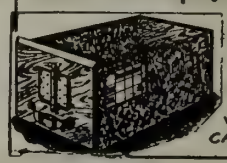
ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

S M.Co

Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

HARDWARE SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

The Watch Dog that guards the **Coal Pile**

Coal nowadays is an expensive item. Your coal pile costs a lot of money. You don't want it stolen yet the old fashioned flues are stealing your coal every day. Put a good, faithful watch dog to guard your coal pile. Install an

Arnold Damper
Automatic

Saves fuel, prevents over-heating—Maintains an even fire and even temperature day and night. Eliminates all danger of fires from defective flues. Takes care of itself. Easily adjusted. Fits any pipe.

A 25% Saving Guaranteed

Try an ARNOLD DAMPER 60 days. Keep strict account of your coal bill. If it doesn't save at least 25%—return it and get your money back.

Send for our Interesting Booklet

Sold exclusively through dealers by
W. H. THORNE & CO., LTD., St. John, In Maritime Provinces.
MARSHALL-WELLS CO., LTD., Winnipeg. In Western Canada.
LEWIS BROS., LTD., Montreal. In Quebec and Eastern Ontario.
WOOD-VALLANCE & CO., Hamilton. In Western Ontario.
Manufactured by Automatic Damper Co., Ltd., Winnipeg and Hamilton.

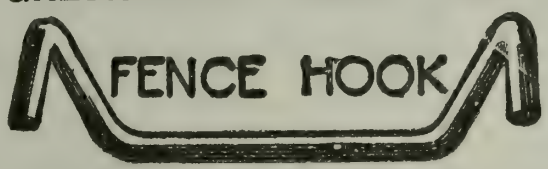
Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK
For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

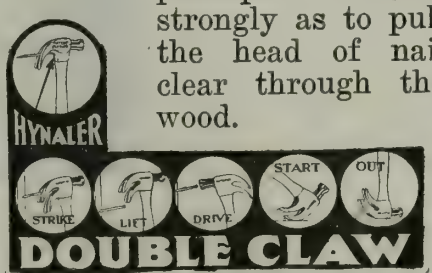
Manufactured by

P. KYLE

MERRICKVILLE, ONT.

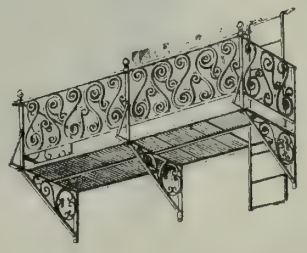
Order the "HYNAILER"

Best single claw hammer ever made. Holds the nail for high, low or far across driving. Grips plain part of nail so strongly as to pull the head of nail clear through the wood.



ORDER THE "DOUBLE CLAW" Best Hammer ever made. Holds the nail for starting to drive where you cannot reach with two hands. Pulls the nail out straight without a block. All jobbers.

Manufactured by
DOUBLE CLAW HAMMER CO.
453 BROADWAY BROOKLYN, N.Y



ORNAMENTAL IRON BALCONIES IRON RAILINGS

for galleries, porches and all other purposes.

SEND FOR CATALOGUES.

DENNIS WIRE AND IRON WORKS CO., Limited
LONDON, ONT.

Bulldog Alligator Type Wrench.

Engineers' Single and Double Head Wrenches.

Quality, Strength, Durability

Three important requisites of a well-made wrench—which all stand out prominently in Whitman & Barnes Wrenches. Investigators of tool economy appreciate the high-grade material used and the careful inspection maintained in the manufacture of "W & B" Drop Forged Wrenches.
Men who have used "W & B" Tools need no persuasion to buy—they know the value of the "sign of the diamond." What style wrench do you need now? We have it in stock waiting for your order. Prompt delivery.

Trade W&B Mark

TOOLS OF QUALITY BEAR THESE MARKS

CATALOG NO. 82-G ON REQUEST

Trade W B Mark

The Whitman & Barnes Manufacturing Co.

ESTABLISHED 1854

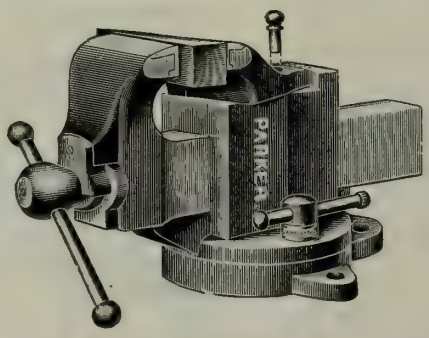
Office and Factory, St. Catharines, Ont. **Stocks Carried at Winnipeg and Montreal**

Single Head Set-screw Wrench.

General Purpose Wrench.

PARKER'S

Improved Swivel Vises



Steel faces are milled and fitted to the jaws, and are renewable.

Note bench swivel and back jaw swivel holding wedge shape articles. Write for our complete catalogue and

Handle a money-maker.

THE CHARLES PARKER CO.

Factories—Meriden, Connecticut, U.S.A.

Trade Mark

Made from the finest grade of Sheffield Crucible Cast Steel. Highest quality as regards setting and keenness of edge.

SCHRAMBERGER UHRFEDERNFABRIK, G.m.b.H

Manufacturers of Safety Blades

SCHRAMBERG (WURTEMBERG) GERMANY

Representatives for Canada:
Hupfeld, Ludeking & Co., Montreal, 1 & 3 St. Helen St.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

FOR SALE—A FIRSTS-CLASS HARDWARE business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

HARDWARE STOCK, STOVES AND TINware; a great opportunity; thirty thousand turnover; no dead stock; about ten thousand stock. Must be sold at once. 100 per cent. on dollar. J. E. YOUNG & CO., London, Ont. (31tf)

FOR SALE—A FIRST-CLASS STOVE AND tinsmithing business, established 30 years. Stock and tools, etc., about $1,800.00, with an annual turnover of about $12,000.00. Located in a first-class farming section, with natural gas and hydro power. Box 828, Hardware & Metal, Toronto. (33tf)

FOR SALE—A FEW COMMON STOCK OF the Harriston Stove Co., Ltd. $100 par value for $75 a share, which books of company show when audited for 1911 and 1912 6½ and 7½ per cent. Box 29, Hardware & Metal, Toronto. (40)

PLUMBING, HEATING AND GENERAL TINsmithing business in best manufacturing town north of Toronto. Ideal business for partners who will hustle. Box 28, Hardware and Metal, Toronto. (39)

HARDWARE STOCK, STOVES AND HOUSEhold goods—in Montreal. No dead stock. About six thousand stock. Must be sold at once. Apply Box 27, Hardware and Metal, Toronto.

SITUATIONS VACANT

WANTED — MAN WITH PRACTICAL EXperience in plumbing and steamfitting trades. Must have good education and address. Spendid opportunity for man who can qualify. Box 768, Hardware and Metal, Toronto. (tf)

MANAGER FOR RETAIL DEPARTMENT, general hardware. Must be first-class man. Apply, stating experience and salary expected to Box 36, Hardware & Metal, Toronto. (39tf)

SITUATIONS WANTED

HARDWARE CLERK, THREE YEARS' EXperience, seeks situation, city or country trade. Capable of taking charge. Good references. Edgar Leggett, Singleton, Ont. (39)

EXPERIENCED HARDWARE MAN WANTS position as manager or head clerk of retail business, good buyer. Experienced in electrical and plumbers' supplies. Speaks English and French. Real live salesman and total abstainer. Open for position at once. Box 25, Hardware and Metal, Toronto. (40)

ADVERTISER SEEKS POSITION AS TRAveller for hardware manufacturer or manufacturers' agent. Box 33, Hardware & Metal, Toronto. (39)

WANTED—A POSITION TO LEARN THE hardware business in town or city. Am twenty years of age, weight one hundred and ninety pounds, height 6 feet. As to education and reputation, re. character, references furnished. Address Box 173, Clinton, Ont.

WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

PARTNERSHIP—GENTLEMAN, 28 YEARS of age, disposing of $4,000, possibly more if necessary, desires active partnership in sound business after January 1st, manufacturing preferred. Experienced salesman with excellent wholesale hardware connection from Halifax to Victoria. Occupying successfully managerial position in import business during last three years. Now seeking independence. Box 35, Hardware and Metal, Toronto. (42)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

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Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

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The Bridgeport Hdw. Corp., Bridgeport, Conn.
Cowan & Britton, Limited, Gananoque.
Smith Hardware Co., Montreal.

Nails.
Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

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Cowan & Britton, Limited, Gananoque.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.

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Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
International Color & Chemical Co., Bridgeburg.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Brideburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
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Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin Johnson Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

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Henderson & Richardsin, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

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Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

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Buck Bros., Millbury, Mass.

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Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.

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Simonds Hardware Co., St. Louis.

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Brantford Oven & Rack Co., Brantford.

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Greening, B., Wire Co., Hamilton,
John Lysaght, Ltd., Bristol, Newport and Montreal.

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P. & F. Corbin, New Britain, Conn.

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Dominion Well Supply Co., Cargill.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
Simmons Hdw. Co., St. Louis, Mo.

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Hamilton Stove & Heater Co., Hamilton.

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Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

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Gillette Safety Razor Co., Montreal.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Red Lead Paste
International Color & Chemical Co., Bridgeburg.

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McClary's, London.

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Dominion Register Co., Toronto.

Registers.
Hamilton Stove & Heater Co., Hamilton.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

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Dominion Iron & Steel Co., Sydney, N.S.

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P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

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General Roofing Co., Winnipeg, Man.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

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General Roofing Co., Winnipeg, Man.
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Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

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Independent Cordage Co., Toronto.

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Lufkin Rule Co., Windsor.

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Jas. Smart Mfg. Co., Brockville.

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Parker, Whyte, Ltd., Winnipeg.

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Atkins, E. C., & Co., Hamilton.
Can. Quality Saw & Tool Works, Montreal.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

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Aylmer Pump & Scale Co., Aylmer.

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Jas. Smart Mfg. Co., Brockville.

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P. & F. Corbin, New Britain, Conn.

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Buck Bros., Millbury, Mass.

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Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Hamilton.

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The Carborundum Co., Niagara Falls New York.

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R. Heinisch's Sons Co., Newark, N.J.
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G. F. Stephens & Co., Winnipeg.
Peck-Hamre Mfg. Co., Berlin, Wis.

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Shellacs.
Berry Bros., Walkerville, Ont.

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Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co. Ltd. Hamilton.

Snow Shovels
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The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

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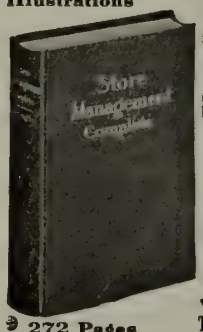

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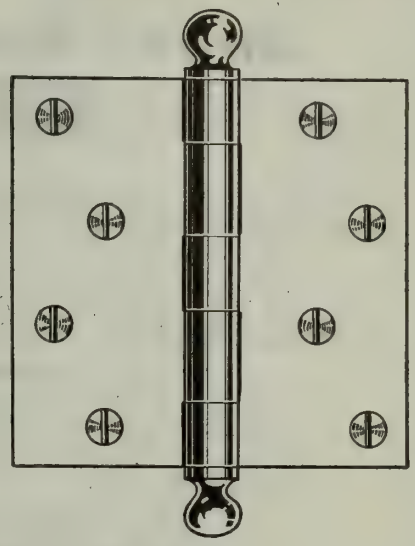

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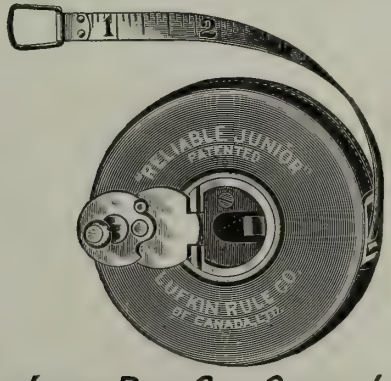
THE DEMAND IS ALWAYS THE MEASURE OF AN ARTICLE'S POPULARITY.



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

LUFKIN

Measuring Tapes and Rules

HAVE BEEN ON THE MARKET FOR YEARS AND SELL READILY BECAUSE THEY ARE WELL MADE TO SERVE A PURPOSE AND SERVE THAT PURPOSE WELL.

NOT MADE MERELY TO SELL.

McKinnon Electric-Welded Chain

25% More Weld

25% More Wear

The Chain with the Perfect Welds.

Size in inches	3/16	1/4	5/16	3/8	7/16	1/2
Links per foot	15	10½	9½	8½	8	7
Weight, 100 feet	43	74	106	149	206	265
Actual Proof Test	1,300	3,000	4,500	5,500	7,500	10,000
Breaking Strength	3,000	6,000	8,500	11,000	16,000	20,000

(5/8 and 3/4 in preparation will be ready in October, 1913)

Compare the above guaranteed tests with those offered on other makes and remember that McKinnon chain costs no more than ordinary untested coil chain.

Made in Canada

Sold by Jobbers

Will stand the most severe tensile and deformation tests, as shown above.

Have us furnish your

MALLEABLE IRON CASTINGS

TINNED OR JAPANNED

We are headquarters for particular buyers

THE McKINNON DASH COMPANY

ST. CATHERINES, ONT.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV. Publication Office: Toronto, Canada No. 40

October 4, 1913

Our Trade Mark

A Guarantee "DOMINION" of Quality

IRON and STEEL

Bars, Hoops, Angles, Plates, Beams, Channels, Tees, Pig Iron and Ferro Alloys

SHEET METALS

Tin, Terne and Canada Plates, Cold Rolled Strips, Polished Sheets, Sheet Zinc, Copper & Aluminum

INGOT METALS

Tin, Copper, Lead, Zinc, Antimony, Aluminum, Etc.

FIRE BRICKS & CHEMICALS

A. C. LESLIE & CO. Limited

Montreal

Big Ben

Let Big Ben do your Advertising

You can buy Big Ben with your name on dials in lots of 24.—Your customers will take them right into their homes, give them a place you could not purchase if you tried—and pay you a premium of 50% for the privilege of reading your Ad every day in the year.

Big Ben's retail Canadian price has been fixed at $3.00. In lots of 24 with your name on dials he costs you exactly $1.90 net apiece. If you buy them in lots of 24, you make over a dollar on every one you sell. We are packing Big Ben specially for Canadian trade, 6 in a box with a full set of posters.

On an order for 12 you will receive a mahogany display stand—on an order for 24 two display stands, an outdoor metal sign and a complete assortment of posters.

Big Ben comes in either finish, nickel plated or polished brass, with $3.00 price tag attached.

With your name on the dial they have to come from *Westclox* at *La Salle, Illinois*, so count on six weeks for delivery.

Dealers' names printed free on dials in lots of 24 of one finish only.

In broken lots, $2.05 each less 2%. In case lots of 24, $1.95 each less 2%.

Canada's New Industry
QUALITY
Hack Saw Blades

Increase Your Profit

Send for Catalogue and Prices.

Perfected Point by Point and Cut Everything (Including Expenses)

Immediate Shipments

Made in Canada

CANADIAN QUALITY SAW & TOOL WORKS
Factory: 4 St. Antoine St., Montreal, Canada

For Consistent Good Profits and Universal Satisfaction Sell

The "Royal Rochester" Electric Iron

Every sale of this iron leads to other sales. It gives the most complete satisfaction everywhere.

The **Royal Rochester is a one piece casting**, and has a patent construction which allows for the storage of heat which makes possible the use of the iron after current has been turned off.

The surface of the Royal Rochester is evenly heated.

The element is practically indestructible. It is stamped from a piece of metal having a resistance equal to sixty times that of copper, and a melting point of 2800 deg. F. Only about 450 deg. F. are used while ironing.

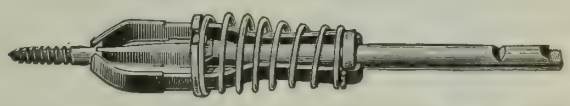
This iron is a beauty. It will sell fast. Ask for prices and particulars.

Guaranteed for five years.

Chapman & Walker, Limited
Toronto, Ont.

Why Not Feature
THESE TWO
"YANKEE" TOOLS

Quick Return No. 130 and Screw Holding Bit



With these you can drive or draw a screw 3 ft. over head, in tight corners or most any other out of reach place. Besides this, you get the same service as with the famous No. 30 which every carpenter is now using. The No. 130 "Quick Return" shown here has a spring in the handle which quickly drives the spindle back for the next stroke. Add the Screw Holder to this and you see at once what a tremendous advantage you have in this tool, especially in over head work.

It also permits you to hold the work in the one hand while you start and drive the screw in some out of reach place with the other. For all convenient and close range work this is the quickest "Yankee" Screw Driver we have yet put out.

Display them in your window with a set of Boosters and Show Cards, which we will be happy to send you. Every carpenter is quick to recognize the value of these two tools at sight.

Shall we send you a supply of "Yankee" Tool Circulars with your name and address?

Command us.

YOUR JOBBER SELLS THE "YANKEE"

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

How the Hardware Man Can Make Money Selling Farm Engines

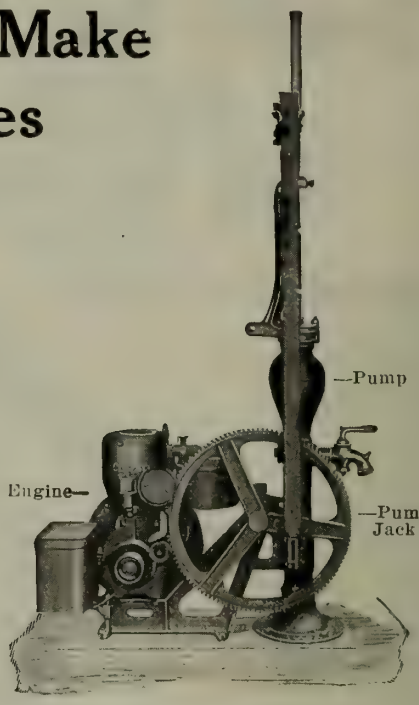
Every farmer is a prospect for a farm engine. Thousands of engines are being sold annually throughout Canada. The agricultural papers are full of farm engine advertising and long articles on the many uses and economy of the farm engine. Farmers read these papers very closely and are buying engines as rapidly as they can afford to. Farmers must come to the hardware dealer for supplies, and while there will look at a farm engine if you have one in stock.

You can add to your profits by securing the agency for a reliable farm engine.

FAIRBANKS-MORSE FARM ENGINES

Have an international reputation for reliability and long service. Farmers like them and speak well of them. Fairbanks-Morse engines are made in Canada, and are backed by a strong organization. We relieve you of all responsibility. Our engines are made in all the common sizes for farm use. By representing us you can supply any size or type of engine the farmer may need. The Eclipse engine shown here is in universal use and would be a safe engine to carry in stock, as there would never be a chance of your having it left on your hands. It is easy to sell. We are selling them all the time direct to farmers.

Write us in regard to handling our farm engines.



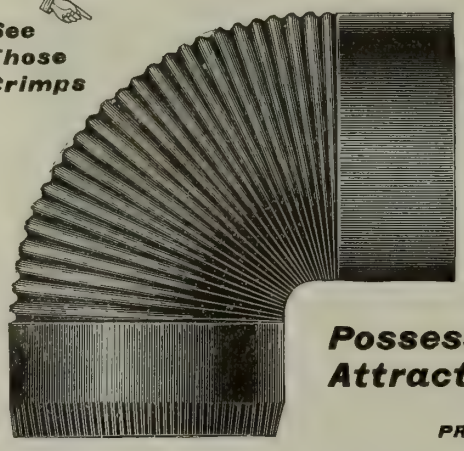
The Canadian Fairbanks-Morse Company, Limited

444 St. James Street - Montreal

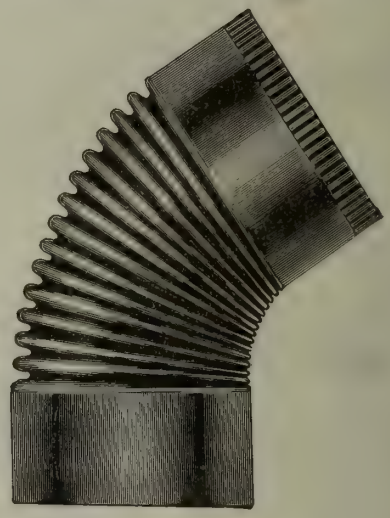
ST. JOHN QUEBEC OTTAWA TORONTO WINNIPEG
SASKATOON CALGARY VANCOUVER

The S.M.P. Stove Pipe Elbows and Angles

See Those Crimps



The most popular Elbow manufactured. Standard sizes. Made of extra heavy smooth steel with long ends. Riveted ready for use.



Possesses Strength and Attractiveness Combined

PRICES ON APPLICATION

ELBOWS							ANGLES					
Sizes—Inches.							Sizes—Inches.					
Plain or Polished	3	4	5	6	7	8	3	4	5	6	7	8
Tin	..	..	..	6	7	8	..	..	..	..	..	..
Galvanized	..	..	..	6	7	8	..	..	..	6	7	8

1 dozen in a bundle.

THE SHEET METAL PRODUCTS CO.

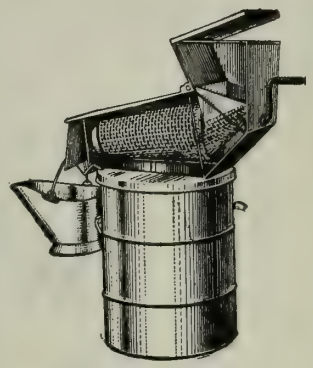
of Canada SUCCESSORS TO Limited

KEMP MANUFACTURING CO.

Montreal TORONTO Winnipeg

PERFECTION ASH SIFTERS

HEAVY GALVANIZED STEEL



Showing Interior.

Effect a **Great Saving** in the expense of heating, besides affording a Cleanly and Dustless means of disposing of ashes.

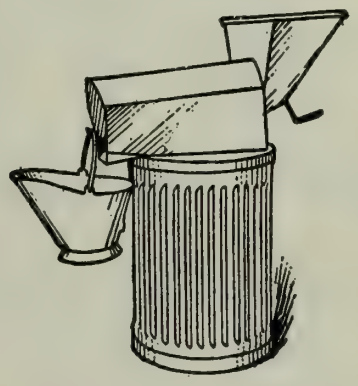
The Simplest, Quickest, Cleanest and most effective method of **Saving Cinders and Unburnt Coal** ever put before the people.

The Removable Top Casing makes it very easy to get at the interior. The Gravity Dust Damper in the outlet prevents dust going out with coal and cinders.

The Stationary Screen in the Hopper, together with the Tapering Rotary Screen, sifts large quantities of ashes quicker and cleaner than any other sifter.

TRIUMPH ASH SIFTERS

HEAVY GALVANIZED STEEL

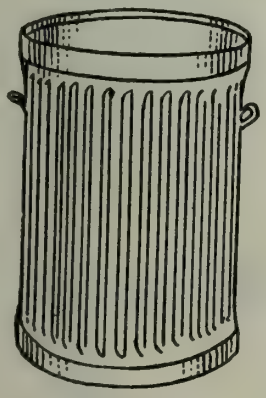


Shown on Can. Sold Without Can.

A Practical, Effective and Durable Sifter at a moderate price. Sifts Ashes Thoroughly and Quickly.

The General Construction is very much the same as the Perfection Sifter, except that it does not have the Stationary Screen in the bottom of the Cinder Chute.

Has Heavy Galvanized Steel Body and Can Cover, Double Lock Seamed, Revolving Cylinder of Heavy Galvanized Hardware Cloth, with Galvanized Steel Bands at the ends.



Sold Without Cover.

NEVER BREAK ASH or GARBAGE CANS

Extra Heavy Corrugated Galvanized Steel, with Heavy Band Riveted to Top and Bottom Rims.

Galvanized Wrought Steel, Riveted Side Handles.

Strongest and Best Ash Can on the Market.

Two Sizes: { 18 in. diameter, 25 in. high.
16¾ in. diameter, 25 in. high.

CAN OR BARREL COVER

Fits 18-inch Can or common wood barrel.

Far superior to wood cover. It laps over side of barrel, keeping out rats and insects.

INVESTIGATE THIS LINE BEFORE YOU BUY

It is now time you were preparing to buy your Fall requirements

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VACOUVER

THE STEEL COMPANY OF CANADA, Limited

HAMILTON, ONTARIO

We have a large stock of various sizes from which we can make immediate delivery of

WROUGHT IRON

Agricultural Pipe
Bedstead Tubing
Conduit and Signal Pipe

PIPE

Steam and Gas Pipe
Fencing Pipe
Railway Pipe

Black and Galvanized Standard and Extra Heavy

Our modern machinery permits us to cut the pipe in such a manner that the passage inside is perfectly clear, and free from burrs.

Our product has a CLEAN SURFACE free from blisters and other irregularities.

UNIFORMITY is a quality found in our pipe, both in material and workmanship which increases the life and usefulness.

The Thread is of EVEN and PERFECT Cut which insures a snug fitting with the coupling.

Every length is tested to 500 lbs. pressure per square inch.

LEAD PIPE

MADE OF THE BEST PIG LEAD.

Soil or Waste, Composition Gas Pipe, Fountain or Aqueduct

—SALES OFFICES—

Hamilton	Montreal	Toronto	Winnipeg
Vancouver, B.C.	Victoria, B.C.	St. John, N.B.	Halifax, N. S.

GOODS BEARING THE RED DEVIL BRAND

Will Make Steady Customers for You

Cast Scissors
6-7-8-9 inches

Genuine
Giant
Nail
Puller

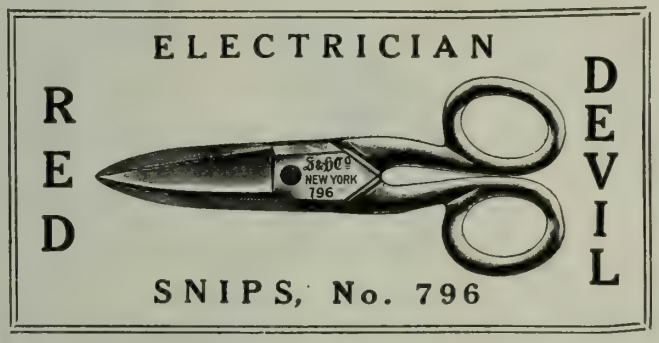
Acme

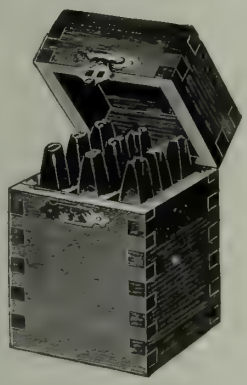
1¼ in.
Blade

024

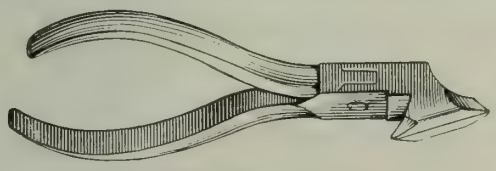
Diamond B

Pipe Tongs

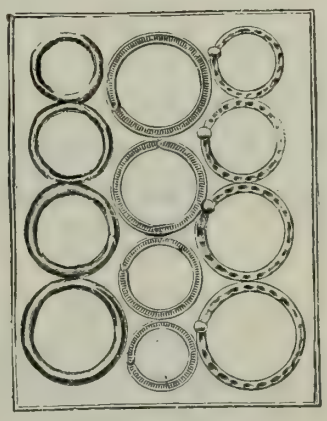




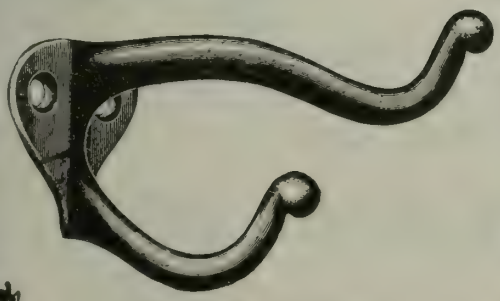
Figures—All Sizes



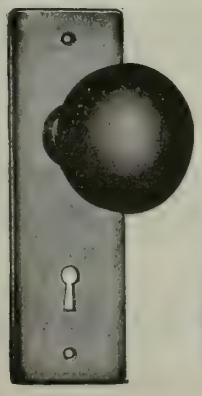
No. 3978, Diagonal Plyer



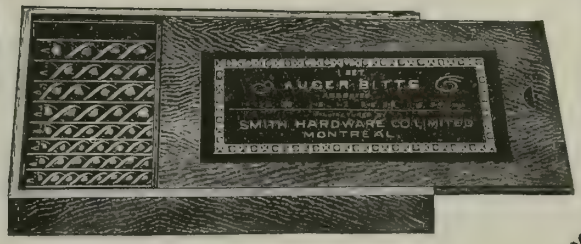
5011 Key Rings



No. 476½ Hooks



No. 2 Steel O.C.



Bit Sets, 11¼ to 32½ Qrs.

SMITH HARDWARE CO., LIMITED

MONTREAL

Safety Demands Plymouth Rope

"A. Jacobsen, 55 years old, a painter, fell thirty feet to his death yesterday morning at the plant of the — Cordage Company — and — Streets. Jacobsen was painting the roof of the building and had two ladders tied together with ropes to support him. The rope broke, parting the ladders and sending Jacobsen to the ground below. He was rushed to the—Emergency Hospital, but died in the ambulance, having broken his neck."

The above item appeared in a newspaper some weeks ago and was quoted in the August 21st issue of the Cordage Trade Journal.

Although more impressive because it occurred within the limits of a rope plant, this fatality is no more significant than any of the every-day accidents which are bound to happen through the use of cheap rope.

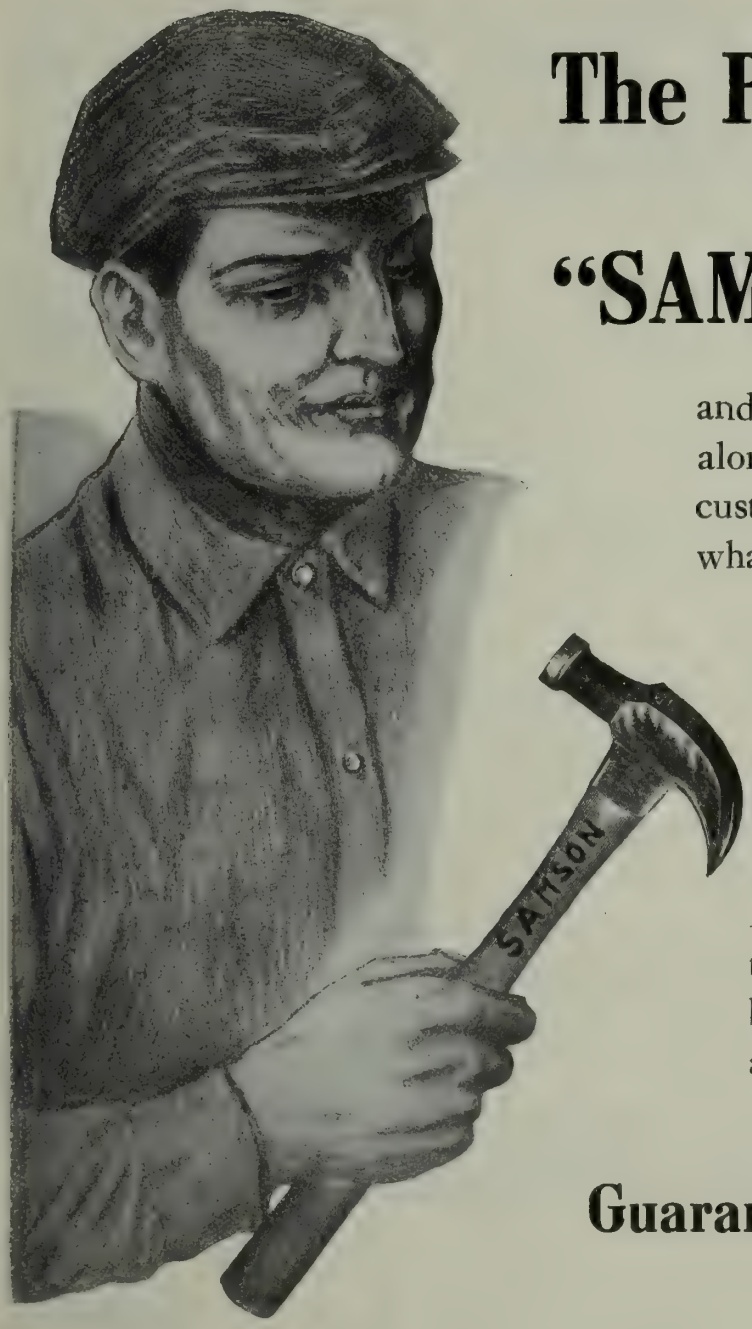
For all work, "high up" or otherwise, Plymouth Rope has proven itself to be absolutely dependable. In fairness to yourself and your customers, sell only *Plymouth.*

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver



The Particular Hang

of a

"SAMSON" Hammer

and attractive appearance alone, will win staunch customers for you and what is more **will keep them.**

Yes! and the Quality is there, too.

A "Samson" Hammer is fundamentally all that a hammer can possibly be—steel, shape, material, balance and fitness for use, and—

Guaranteed AB-SO-LUTE-LY!

You cannot make a mistake in ordering a supply. Drop us a card—to-day—while your competitor is making up his mind.

For real satisfaction buy Howland's "SAMSON"

H. S. HOWLAND, SONS & CO.

LIMITED

WHOLESALE HARDWARE

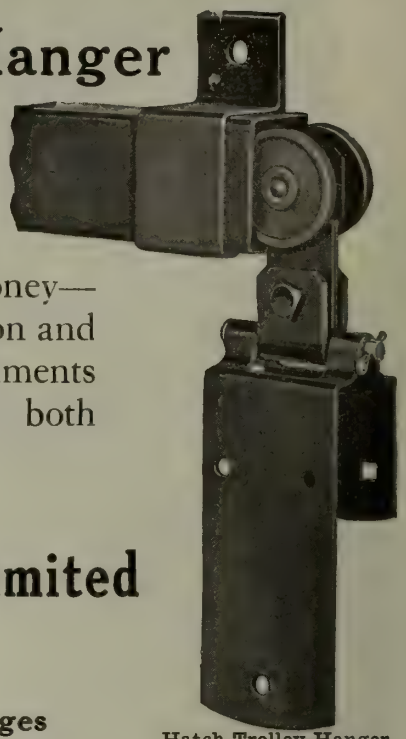
TORONTO

WE SHIP PROMPTLY. OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

You Want the Best of Course

Then Specify the HATCH Hanger



Hatch Trolley Hanger.

A word to the wise is sufficient

Your customer wants the best hanger for the least money—You want to sell the hanger that guarantees satisfaction and one on which you make a big profit. Both these arguments point to the Hatch which successfully answers both questions.

Canada Steel Goods Company, Limited

Hamilton, - Ontario

Makers of the reliable Crescent Brand Butts and Hinges

If Your Ambition is to Sell Nothing But High Quality Cutlery, Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.

No Brand of Cutlery is better known today than "TREE" Brand, which has been on the market for the last 50 years and in which the quality has been upheld since this brand was first introduced. Insist on having Boker's "TREE" Brand. By far the best cutlery made.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

Your 1914 Spring Stock Will Be Incomplete

Without "NORCROSS" Cultivators, Hoes and Weeders

As practical Garden Implements they outclass the common hoe from every standpoint, will out-sell it and costs no more.
These tools will work between the narrowest rows that are planted and have the advantage of lightness in weight to thousands of women who tend gardens or anyone who might prefer a light-weight tool.
Made in three sizes, suited to both men and women. **Quick turnover and liberal profits await you.** Write for circulars.

MANUFACTURED ONLY BY

C. S. NORCROSS & SONS, BUSHNELL, ILLINOIS, U.S.A.

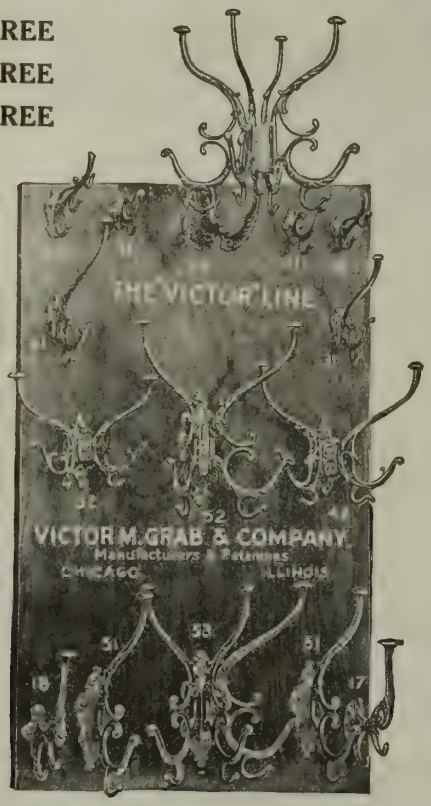
LIST OF JOBBERS IN CANADA HANDLING "NORCROSS" GARDEN IMPLEMENTS:—

McLennan, McFeely & Co., Ltd., Vancouver, B.C.
J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Manitoba.
Merrick-Anderson Co., Winnipeg, Manitoba.
The S. Hayward Co., Ltd., St. John, N.B.
W. H. Thorne & Co., St. John, N.B.
Dunlap Bros. & Co., Amherst, N.S.
Jas. Simmons, Ltd., Halifax, N.S.
Edwin Chown & Sons, Kingston, Ont.
Eureka Planter Co., Woodstock, Ont.
Lewis Brothers, Ltd., Montreal.

CARBORUNDUM
CHRISTMAS PACKAGES
1913
HOLIDAY Shoppers are coming to realize more every year that it is the useful gift that pleases most. What could be more useful, practical, more appreciated than the
CARBORUNDUM CHRISTMAS PACKAGES?
Carborundum Knife Sharpeners for the housewife, Carborundum Razor Strops, Carborundum and Aloxite Hones for every man; Carborundum Sportsman's Stone for the Hunter and Camper; Carborundum Niagara Grinders and Carborundum Combination Bench Stones for the Carpenter, Craftsman or the Household.
EVERY ARTICLE PUT UP IN AN ATTRACTIVE HOLLY-COVERED PACKAGE READY FOR THE CHRISTMAS TREE.
Last year more of these packages were sold than ever before—there will be a bigger demand this year.
Remember, you take no risk in stocking them. If you should have any left after Christmas, simply take off the Holiday Covering and put the goods into your regular stock.
ORDER NOW. WE ARE READY FOR YOU. LAST YEAR MANY DEALERS COULD NOT BE SUPPLIED.
ORDER EARLY! ORDER NOW!
THE CARBORUNDUM COMPANY
Niagara Falls, N. Y.
New York, Chicago, Boston,
Philadelphia, Pittsburgh, Cleveland,
Cincinnati, Milwaukee,
Grand Rapids.

GRAB'S FAMOUS SPECIALTY LINE

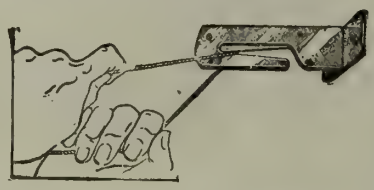
FREE
FREE
FREE



This high-grade and beautiful Display Board showing the famous "VICTOR" line and the latest and most modern designs of Hat and Coat Hooks and Clusters — sent to you absolutely FREE. An opportunity you, Mr. Dealer, should not pass up. Artistically constructed of substantial handsome three-ply Oak, Dark Golden Finish. Attractively stenciled numbers showing a variety of modern styles of Hooks and Clusters, which enables your customers to see at a glance your line.

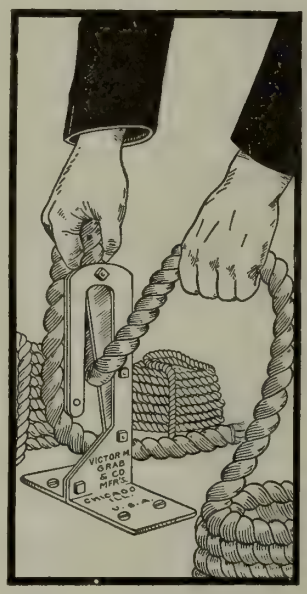
It shows hooks and clusters as they would appear in actual use finished in Polished Old Oak Ebony, Old Iron, Polished Old Copper. Sent to you FREE.

This handsome Display Board sent FREE with an order for an assortment of our high grade and serviceable Hooks and Clusters of Robe Trees amounting only to Fifteen Dollars net F. O. B. Chicago.



GRAB'S HANDY CORD CUTTER

Indispensable for wrapping counter and shipping room. Becomes a fixture. Cannot be lost or borrowed; sells wherever shown. Saves time, twine and trouble. 3½ inches long. Cutting blade of tempered steel. **Retail price 25c.**



Grab's Handy Rope Cutter

operates on same principle as cord cutter. It is made of wrought iron, red enamel finish, with extra heavy finely tempered steel blade.

This rope cutter has been found a necessity by the factories, wholesalers and jobbers everywhere.

Cuts the heaviest ropes accurately and instantaneously. A marvelous money saver in time and rope. Every concern that handles ropes and cables, as well as those that prepare heavy packages for shipping, needs one of these articles. Blades can be replaced or sharpened. Send $1.00 to-day for trial cutter. Money refunded if not satisfactory. **$1.00**

Grab's YALE Fruit Press

For Pressing Fruit, Meat, Lard, Etc.

4-Quart Size
$4.50

The most practical fruit press for making jellies, jams, grape juice, cider, etc. Also used for stuffing sausages and making lard. Every household needs one.

The press is simple in construction—impossible to get out of order, and quickly and easily taken apart and cleaned. With the clamps, which we furnish FREE, it can be instantly adjusted firmly to any table or other convenient place. An extra long spout for sausage stuffing is furnished free.

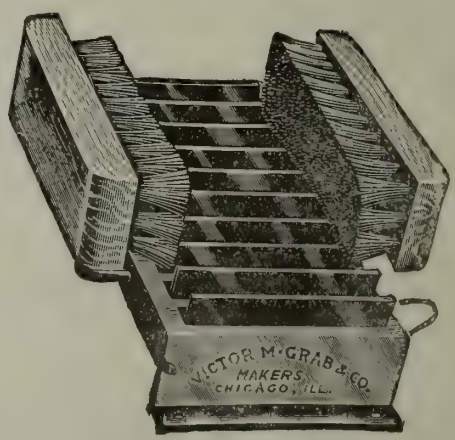
48 pounds of pressure with every turn of the crank. You get more pressure per square inch than from any other press this size ever made. Pressing strength, 2,000 lbs. pressure. Four quart size sells for $4.50.

Write to-day for our liberal proposition to dealers. Our nation-wide advertising and the interesting literature we send practically sells the presses for you. You can give it to your customers on ten days' trial. We back you up.

Grab's Foot Scraper

"The Housewife's Best Friend"

Price $1.00



Mud, snow, dust and dirt will not be tracked into the house over your floors if you use Grab's Foot Scraper outside your door. This is the only device made which cleans bottom and sides of shoe in one operation. Has ten parallel plates for scraping sole and two stiff bristle brushes which clean the sides of shoe.

Grab's Foot Scraper Automatically Adjusts Itself to any size shoe. Handsomely enameled. Looks neat. Can be rotated and swept under. Fastens to porch, doorstep or any handy place. Get one and save useless work. Patented.

Now, Mr. Dealer:

We are ready to submit our "plan of profit" to embrace the entire Grab Line, which includes several other fast sellers not shown here. You know Grab's Famous Household Specialties are advertised — well advertised—throughout the country. What is more, you know that this advertising is going to sell Grab's Specialties FOR YOU. GET OUR PROFIT PLAN AT ONCE.

Do Not Wait—Act Now—To-day. BIG Profits Assured—

Save Time—Money Made—Think—Then ACT Quick

Victor M. Grab & Co., Patentees and Sole Manufacturers Department G 1091 Ashland Block **Chicago**

GLUE IN PACKAGES

THAT MEANS

BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering To Your Own and Your Customer's Interests.

In ¼, ½ and 1 lb. Packages at Your Jobber.

Canada Glue Co., Limited, Brantford, Ont.

"BLASTERS' FRIEND"
Non-Freezing and Fumeless

"DOMINITE"
Non-Freezing and Fumeless

HIGH EXPLOSIVES

Two brands of high explosives possessing many decided advantages over nitro-glycerin dynamite or other blasting agents.

Dominite and Blasters' Friend will do all kinds of blasting work possible with other high explosives. They will do it cheaper, more conveniently, and with much less danger.

These explosives are non-freezing and fumeless, and may be stored indefinitely without deterioration. A No. 6 cap or electric exploder will develop their full power.

Dealers can create a big demand for Dominite and Blasters' Friend by getting after farmers and showing them that they can **do stumping, breaking up land, excavating of every kind, log splitting,** and can fell trees at an **enormous saving of time, labor and money.**

Our booklet, Explosives and Accessories, should be of vital interest to you, considering that **Blasters' Friend and Dominite pay a big profit.**
Write to-day.

Dominion Explosives, Limited
OTTAWA, ONT.

Quick Selling

SWEENEY WARE TRADE MARK

Very Profitable

Tea and Coffee Pots, Coffee Percolators, Trays, Crumb Trays, Range Kettles, Casseroles, Etc.

The illustrated lines of our nickel plated copperware are ones for which you will have a good demand this Christmas. **SWEENEY WARE** is good through and through and through, and is very attractive in design and finish. It gives everybody an exceptional value. **Write for catalog.** and see the large line of attractive specialties in nickel plated ware — offered for this Fall and Holiday trade.

W. H. SWEENEY MFG. CO. BROOKLYN, N.Y. ALUMINUM BRASS SWEENEY WARE TRADE MARK COPPER NICKEL Established 1876

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholsale and Retail Hardware Merchants.

MADE IN CANADA

The Thos. Pink Co., Limited

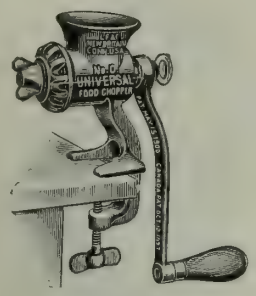
Manufacturers of LUMBER TOOLS

PEMBROKE - ONTARIO

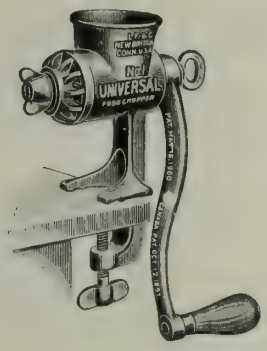
It's a Pink anyway you take it, and it's the best Peavey made.

UNIVERSAL

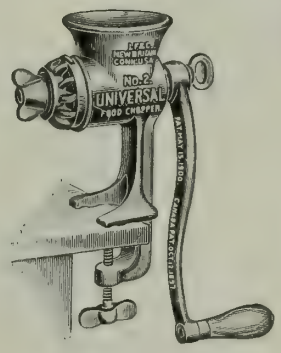
The Original Food Chopper



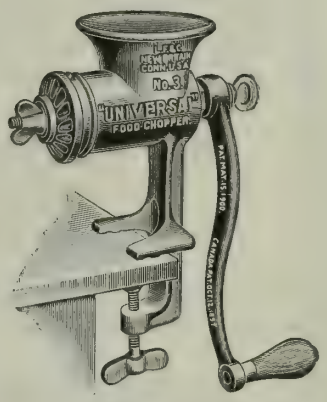
No. 0.
Intended for use in small families.
Diameter of Hopper 2½x2¾ inches.
Diameter of Barrel 1½ inches.
Height 8½ inches.
Three styles of Cutters.
Chops 1½ lbs. meat per minute.
Weight 3 lbs.



No. 1.
Has a capacity sufficient for the average family. Well adapted for culinary purposes.
Diameter of Hopper 3x2½ inches.
Diameter of Barrel 2 inches.
Height 9¼ inches.
Three styles of Cutters.
Chops 2 lbs. meat per minute.
Weight 4½ lbs.



No. 2.
Stands higher above the table and its larger capacity makes it faster than the smaller Choppers.
Diameter of Hopper 4x3 inches.
Diameter of Barrel 2 inches.
Height 10 inches.
Three styles of Cutters and Nut Butter Grinder.
Chops 2½ lbs. meat per minute.
Stuffing Attachment.
Weight 5¼ lbs.



No. 3.
Especially adapted to hotel and market use—chops all kinds of meats, vegetables and fruits.
Diameter of Hopper 5x4 inches.
Diameter of Barrel 2⅜ inches.
Height 11¼ inches.
Three styles of Cutters and Nut Butter Grinder.
Chops 3 lbs. meat per minute.
Stuffing Attachment.
Weight 8¼ lbs.

Show this Steel Display Stand in your Store.

Free with an order for Two Dozen Choppers.

Every "Universal" Food Chopper is heavily tinned and all Parts are interchangeable. The beveled or angular cutters are **self-sharpening** and cut cleanly.

Ask your jobber or write

LANDERS, FRARY & CLARK

New Britain, Conn., U.S.A.

Cut the Yearly Cost of Reamers

You know what your present reamer bills amount to—try "W & B" Reamers, then watch the increased efficiency and reduced cost.

Our highly developed manufacturing processes and minute testing of raw material and inspection of finished tools has made "W & B" Reamers foremost in reamer quality. They give absolute satisfaction every moment of their use.

Jobbers and Dealers everywhere will furnish. If you are delayed in having your orders filled write us and we 'll see that you are supplied.

Ask for Machinists' Supply Catalog No. 82 P showing our full line of Carbon and High Speed Reamers.

W&B

The Whitman & Barnes Manufacturing Company

ESTABLISHED 1854

Office and Factory: St. Catharines, Ont. **Stocks carried at Winnipeg and Montreal**

Seasonable and Saleable Specialties

Apple Pickers' Blouses or Aprons

Made of Strongest Duck

Apple Pickers' Baskets

Willow or Hickory—Medium or Large Oval—Swivel or Solid Handles

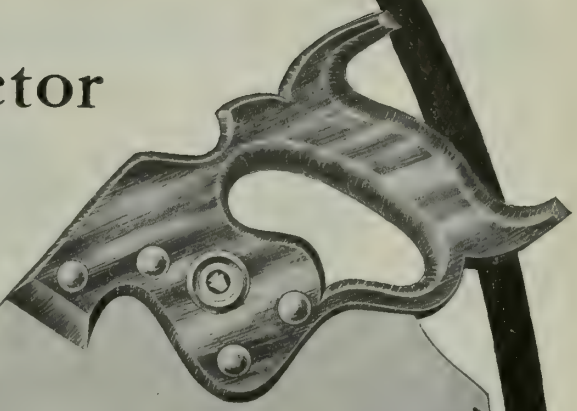
Round Baskets Now In Stock

Meakins & Sons, Limited, Hamilton, Ont.

Warehouses:—Toronto, London, Winnipeg **Meakins Brush Co., Limited, Montreal**

Quality Sells

Price is not a determining factor unless quality is considered



Quality is the "keystone" of all Disston products—the prices within the reach of mechanics everywhere.

Improvement of that high quality of material, temper, design and workmanship which has gained world-wide renown for

"For Beauty, Finish and Utility this Saw cannot be Excelled."
Henry Disston

DISSTON

SAWS
TOOLS
FILES

has kept pace with the steadily increasing requirements as evidenced by the ever increasing demand and the great growth of the plant itself.

Disston Steel and shop treatments defy successful duplication of Disston Quality and Efficiency—a guarantee of continued supremacy.

HENRY DISSTON & SONS
INCORPORATED

Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, U.S.A.

TRADE MARK

Reg. U. S. Pat. Off

ELEY

CARTRIDGES

ALWAYS RELIABLE

LETHAL BULLETS

for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.

Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited, North Transcona, Man.

Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley 5/8-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.

NICHOLSON-MADE FILES

DECIDEDLY the best files to retail are those of "even" quality — each file as like its predecessor as possible in its various features of cutting power, hardness and wear.

Dealers who carry "Nicholson-made" Files and Rasps have the benefit, without a penny of extra cost, of securing for their customers a high-quality article as unvarying as human forethought and skill can devise.

First, the steel is uniform. Owing to a consumption of over 1,000,000 files a week, the steel stock is a special run of Nicholson private formula steel.

The "Nicholson - made" File and Rasp Brands sold in Canada:

American Arcade
Globe Great Western
Kearney and Foot

are made from this special steel. They are uniformly cut, by means of special Nicholson machines. The files are heat-treated and hardened by a private process.

These conditions make for absolutely uniform "Nicholson-made" Files.

But the Nicholson organization goes still further. Each file receives over 10 individual inspections during making. When made, each file is individually hand tested. Quality is insured as well as uniformity.

Stock "Nicholson-made" Files. Without costing you or your customer an extra cent, they give your customer perfection of service, and maintain that perfection. You, as the dealer, participate in the continuous chain of sales of "Nicholson-made" Files to the one consumer. All jobbers sell them.

NICHOLSON

FILE COMPANY **PORT HOPE, CANADA**

40

THE

KEEN KUTTER

Trade Mark Points to Profits

When your customer buys Keen Kutter goods he buys QUALITY that sends him back to you for other things. He is sure his purchase will be right—he knows that he is protected by an absolute guarantee that means money back if not satisfied. We stand back of every Keen Kutter dealer and every Keen Kutter sale. Keen Kutter goods make store friends and more sales. That means PROFIT for you—more customers.

KEEN KUTTER

QUALITY CUTLERY

is making friends for live dealers because each article is the best of its kind, and all covered by Keen Kutter guarantee of quality. No other line or brand can so conscientiously protect the dealer. The Keen Kutter trade mark will bring you reputation and customers.

Write us now for full particulars.
It will pay you — pay you well.

E. C. SIMMONS KEEN KUTTER TRADEMARK REG. CUTLERY AND TOOLS U. S. PAT. OFF.

SIMMONS HARDWARE CO.

Manufacturers and Distributors

Philadelphia, Pa. — St. Louis, Mo. — New York City
Sioux City, Ia. — Toledo, Ohio
Wichita, Kans. — U. S. A. — Minneapolis, Minn.

This line embraces Scissors, Shears, Table Cutlery, Pocket Knives, Razors, Safety Razors, and many others too numerous to mention.

GOODELL-PRATT'S No. 111

SHORTER,
LIGHTER,
HANGS BETTER, yet
HAS GREATER POWER

THIS matter of greater power is one of prime importance to the user of these tools, for not only can he handle larger screws with our No. 111, but the work with smaller sizes is easier.

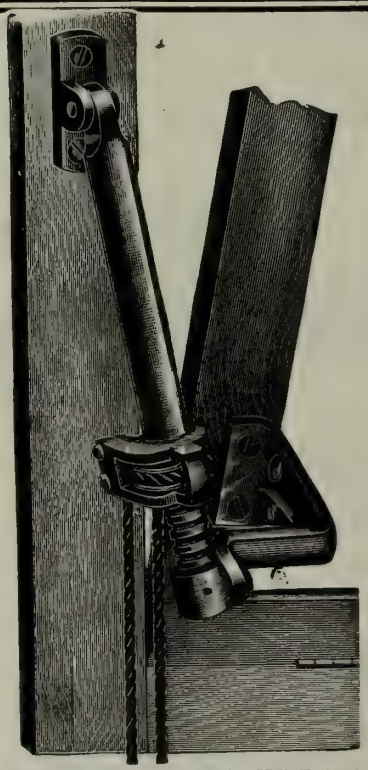
Our claims of greater power are no idle boast, as will readily be seen from an examination of the spiral on our tool.

The Spiral is what gives greater or less power to such a tool, and the long, easy slant which we have adopted makes easy work.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.



10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

EVERED

ESTD 1809 — & CO LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England

SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing

BRASS FOUNDRY

LIGHTING FIXTURES

METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

Agents: R. Hartridge & Co., Ltd., 202 Leeson & Lineham Block, Calgary, Alberta. H. J. Stafford, 591 St. Catherine Street West, Montreal

About Meeting Competition

Meet stove competition the way Gurney-Oxford Dealers can, and your stove sales will keep up to the high-water mark.

Firstly, Gurney-Oxford Dealers can show an article that is far in advance of any other stove in Canada. The Chancellor and Imperial Oxford need no introduction—the Economizer, the divided flue, the reversible grates, are **selling** features. Every woman admits they are practical, and every woman, from experience, concedes these as **necessary.**

Then we put over a big advertising campaign in our dealer's town—a campaign that runs all through the stove season, and familiarizes every one with Gurney stoves.

Furthermore, we send you handsome catalogs to hand out; attractive window dress and catchy show-cards; circular letters if you want them.

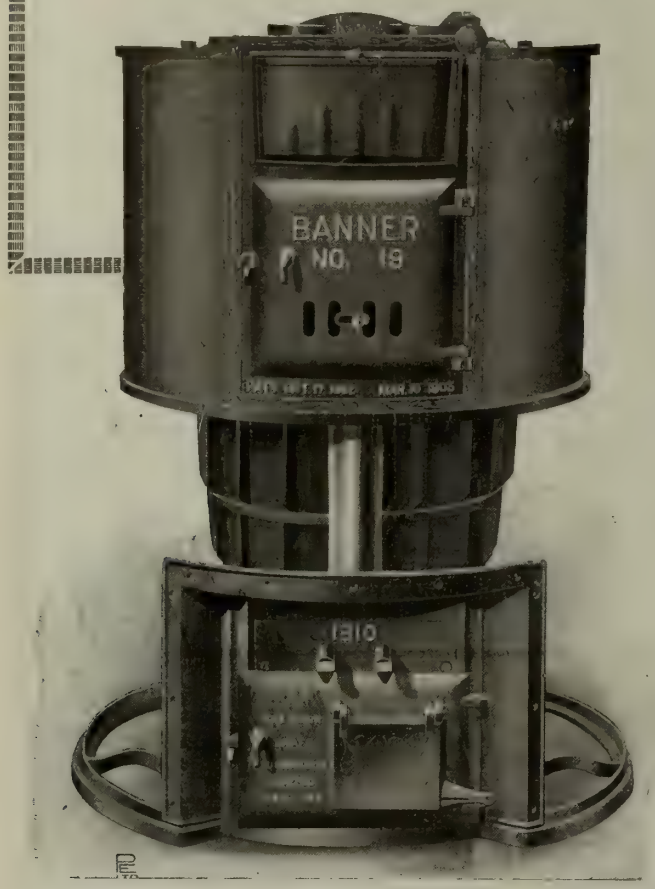
All this, together with your own efforts to push this line, make your Stove Department a paying success.

Quit the effort necessary to sell an unknown, un-advertised line. Hook up with Gurney-Oxford—the Line that meets competition on a competition basis.

Just a card will bring the whole plan before you. Write now.

The Gurney Foundry Co., Limited
TORONTO

Montreal **Hamilton** **Winnipeg** **Calgary** **Vancouver**



Economy Service Satisfaction

Three Good, Solid Reasons Why

Banner Furnaces

Are the Line to Handle

The parts of the ordinary furnace that are nearly always the first to give out are the **Grate Bars**, the **Fire Pot** and **Dome** or **Combustion Chamber.** With this in mind we have added such strength to these parts that makes **"Banner" Furnaces the exceptionally durable kind.**

While great care is given to the parts mentioned above— all other parts are just as well made. "Banner" Furnaces are **simply constructed** and **easy to install,** and are made in five sizes.

Write for full description.

The Galt Stove & Furnace Co.

GALT, ONTARIO LIMITED

Davidson's Oil Heaters

Number 65 J "Premier" and Number 50 J "Colonial"

Just the thing for the Chilly Fall Evenings, as they produce intense heat without smoke or odor.

Light as easily as gas—Have bail handles, and can be operated just where the heat is needed.

One gallon of oil is all that is required to give 10 hours of solid comfort in any home, which is at considerably less cost than the same amount of heat can be produced by other means.

No. 65J. Premier has full nickeled trimmings and Brass Front.

No. 50J. Colonial has japanned trimmings and Steel Front.

Prices on Application

We can ship promptly on receipt of order

THE THOS. DAVIDSON MFG. CO., LIMITED

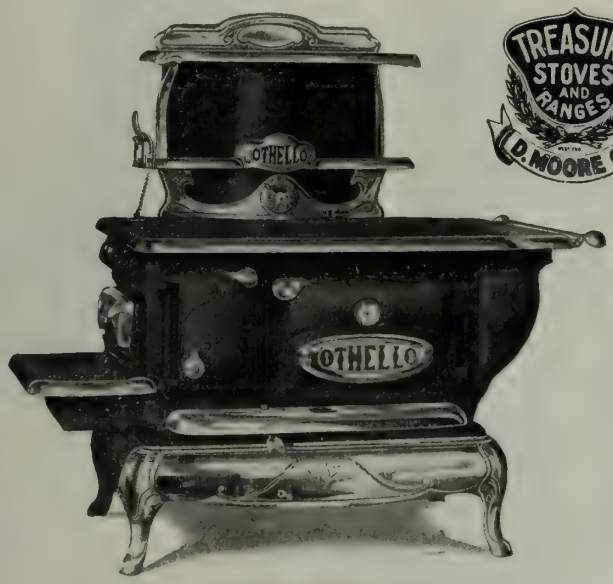
Montreal Winnipeg Toronto

Have you seen the latest in Cast Iron Ranges

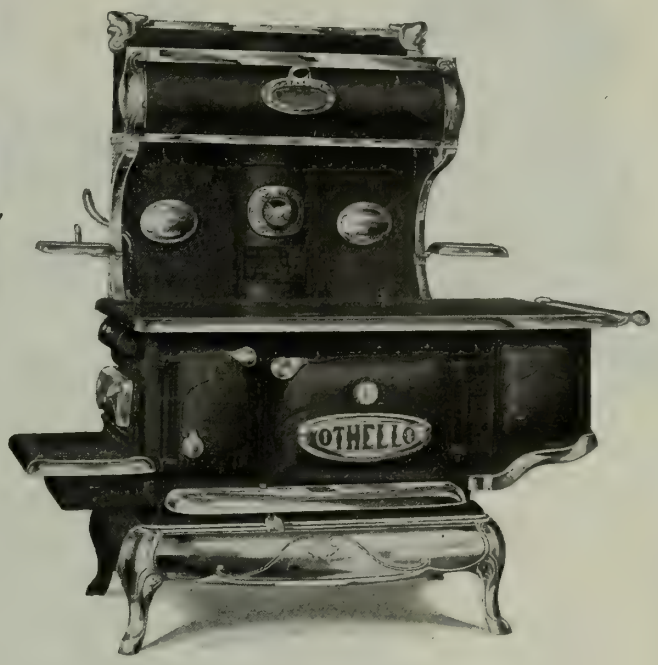
OTHELLO TREASURE

The Wonder Worker and Baker?

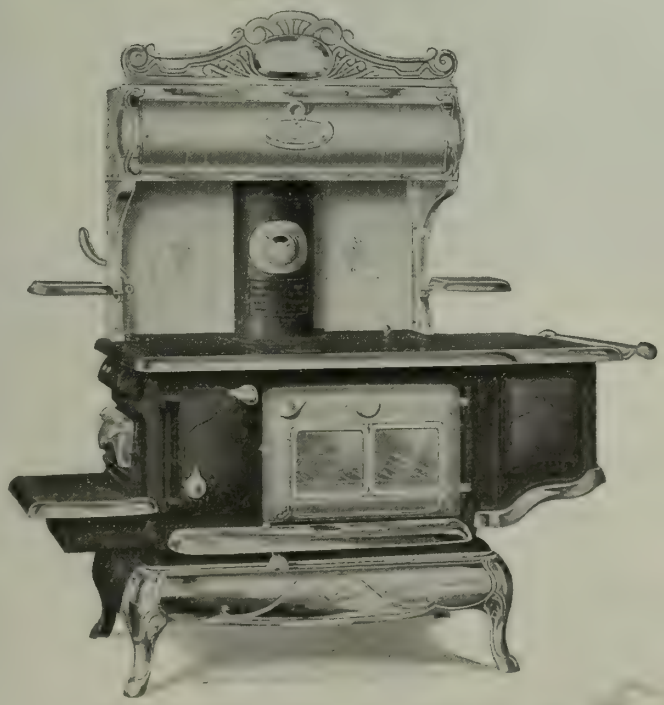
We here show some of the different styles it is made in.



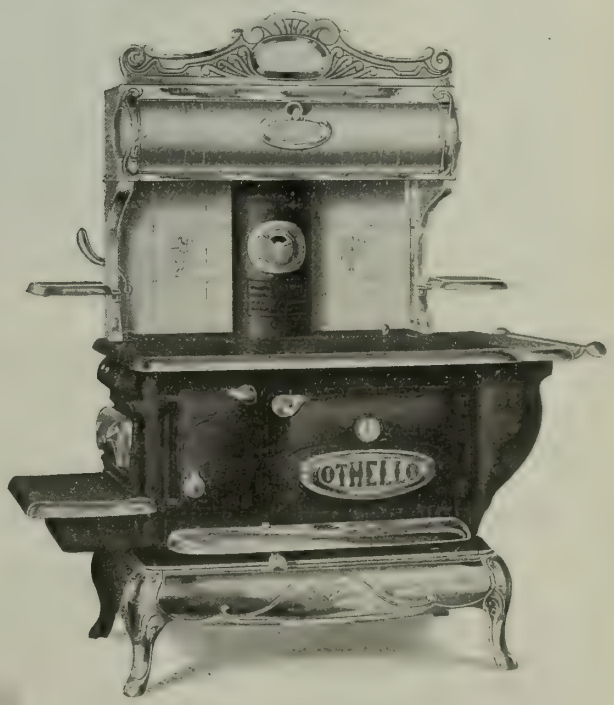
Square and High Shelf.



Reservoir and High Closet.



Reservoir, Tile H. Closet and Glass Oven Door.



Square and Tile H. Closet.

Notice the Semi-plain Design, Nickel Plated parts all lift off, 3 French or Sectional Top Plates, Patent Lift Device for raising front plate, New High Shelf, nothing like it on the market. Draw-out Duplex Grates, heavy as a furnace, Special Basket Sliding Wood Grates, Interchangeable Front and Back, Iron or Clay Linings. It is a Range to stake your reputation on. Order a sample and be convinced.

The D. Moore Company, Ltd., Hamilton, Ontario

Western Agents: Merrick-Anderson Co., Winnipeg. John Burns, Vancouver, B.C.

YOUR
OIL HEATER TRADE

can be increased by selling

McClary's
New 1913
Famous Oil Heaters

The many new features added to this efficient Oil Heater will bring you increased sales, meaning quick returns and more profits.

The One Piece Copper Tank is only to be found in Famous Oil Heaters. Positively will not rust—no leaks and no repairs.

The whole process of replacing wick now simply consists in replacing with new wick and new cylinder as supplied. All unpleasantness removed.

An Automatic Locking Device prevents the wick from being turned too high—ingenious and effective.

An Oil Indicator tells you exact amount of oil in tank.

The Heater is both smokeless and odorless, gives perfect satisfaction in working and has a pleasing and attractive appearance.

Our nearest Branch will be pleased to send you full particulars.

MONTREAL HAMILTON
LONDON TORONTO
CALGARY

McClary's

WINNIPEG VANCOUVER
SASKATOON EDMONTON
ST. JOHN, N.B.

McClary's Pandora Range

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

Success is merely a matter of selling McClary's goods.

This may be the opportunity *you* have been waiting for. Give a store a good name and you may as well enlarge it. Sell McClary's goods and that good name is yours.

It's the "security feeling" that counts.

Customers soon see the good policy of dealing with a store that handles a quality line.

Inaugurate your quality line with a Pandora Range.

Make it the forerunner of a more sales, quick returns campaign.

The Pandora has many selling features, such as

Semi Steel Linings, Three Bar Shaker Grates, Nickelled Oven, Burnished Top, etc., etc.

There are many others—write for our Pandora Booklet—it will give you all particulars.

McClary's branches cover Canada from coast to coast; get in touch with one of them.

MONTREAL HAMILTON
LONDON TORONTO
CALGARY

McClary's

WINNIPEG VANCOUVER
SASKATOON EDMONTON
ST. JOHN, N.B.

For Larger Business Sell

THE SUPREME RANGE

Guaranteed To Save 50% in Fuel

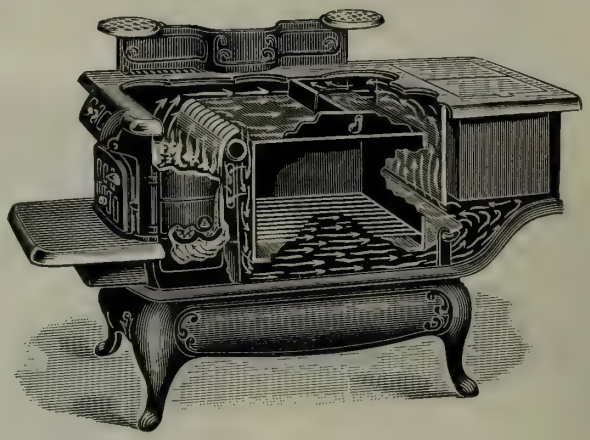
Note the improved fire travel. The heat completely circulates the oven and passes under reservoir. In this travel practically every unit of heat is absorbed by the range—nothing but smoke and gas goes up the chimney.

The "Supreme" range is made in **steel and cast iron,** is artistically designed and splendidly finished.

Thousands are being used all over Canada—all are living up to our guarantee.

Why not write for catalog containing complete description?

Price of coal is going up — help your customers cut down bills.



Let Us Send One On Trial

The Supreme Heating Co., Limited, Welland, Ontario

PEASE HEATING SYSTEMS

MOST DURABLE
MOST ECONOMICAL
COST LEAST FOR REPAIRS

Write to-day for Catalogue and Prices

Pease Foundry Company

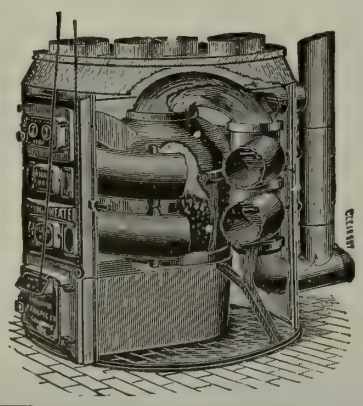
LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton Montreal.

IT'S QUALITY AND ADVANTAGES THAT MAKE

CANADIAN HOWARD DOUBLE RADIATOR FURNACES

THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.
We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.
Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

We also manufacture Summit Low Down Furnaces

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.

This One Is Yours!

It is a copy of our 320-page catalog which describes and illustrates more than 2,100 sizes and styles of tools. It is intended for you personally to refer to and consult when making tool sales. It is

the New Starrett Catalog No. 20

But besides this one for your own use, we want to send you a supply for distribution to customers. You can create interest in new tools by giving to mechanics who come to your store a copy of this catalog. Don't delay, but write now for your supply

This is the most complete catalog of machinists' tools and mechanical measuring instruments ever published. It contains valuable data and tables which are appreciated by mechanics.

Fill in the coupon now telling us how many you will be able to distribute to high-grade mechanics and we will send you a supply.

The L. S. Starrett Co.

World's Greatest Toolmakers

ATHOL, MASS., U. S. A.

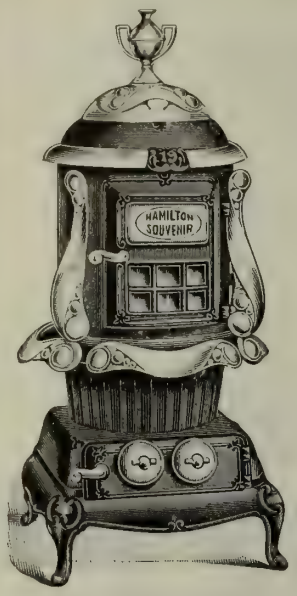
Tear off here. 42-234

The L. S. Starrett Co.
Athol, Mass.

Please send me.....free copies of your new Catalog No. 20.

Name ... Post Office.....

Address..... Hard. and Metal



PARLOR DRESS

HAMILTON

Souvenir Oak Stove

New Line for 1913

Beautiful Design
Straight Fire-box
Duplex Grate
Check Draft in Back
Mica Door
Revovable Nickel
Air-tight Draft
Heavy and Durable

Made in Two Styles and Three Sizes

WRITE FOR PRICES

STANDARD DRESS

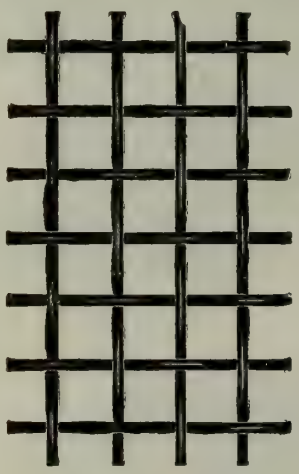
The Hamilton Stove & Heater Co., Limited

(Successors to Gurney, Tilden & Company, Limited)

HAMILTON, CANADA

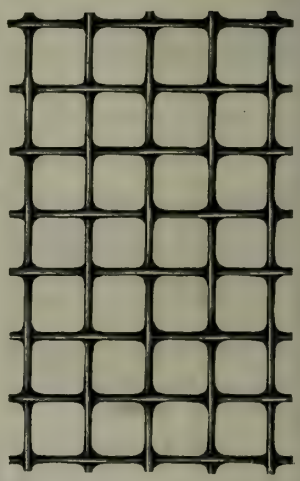
Western Agents: TILDEN, GURNEY & CO., LIMITED, Winnipeg, Calgary and Vancouver

WIRE CLOTH



Sand Screen Cloth
Fanning Mill Cloth
Regalvanized Wire Cloth

Every description of
Wire Cloth and Wire Work.



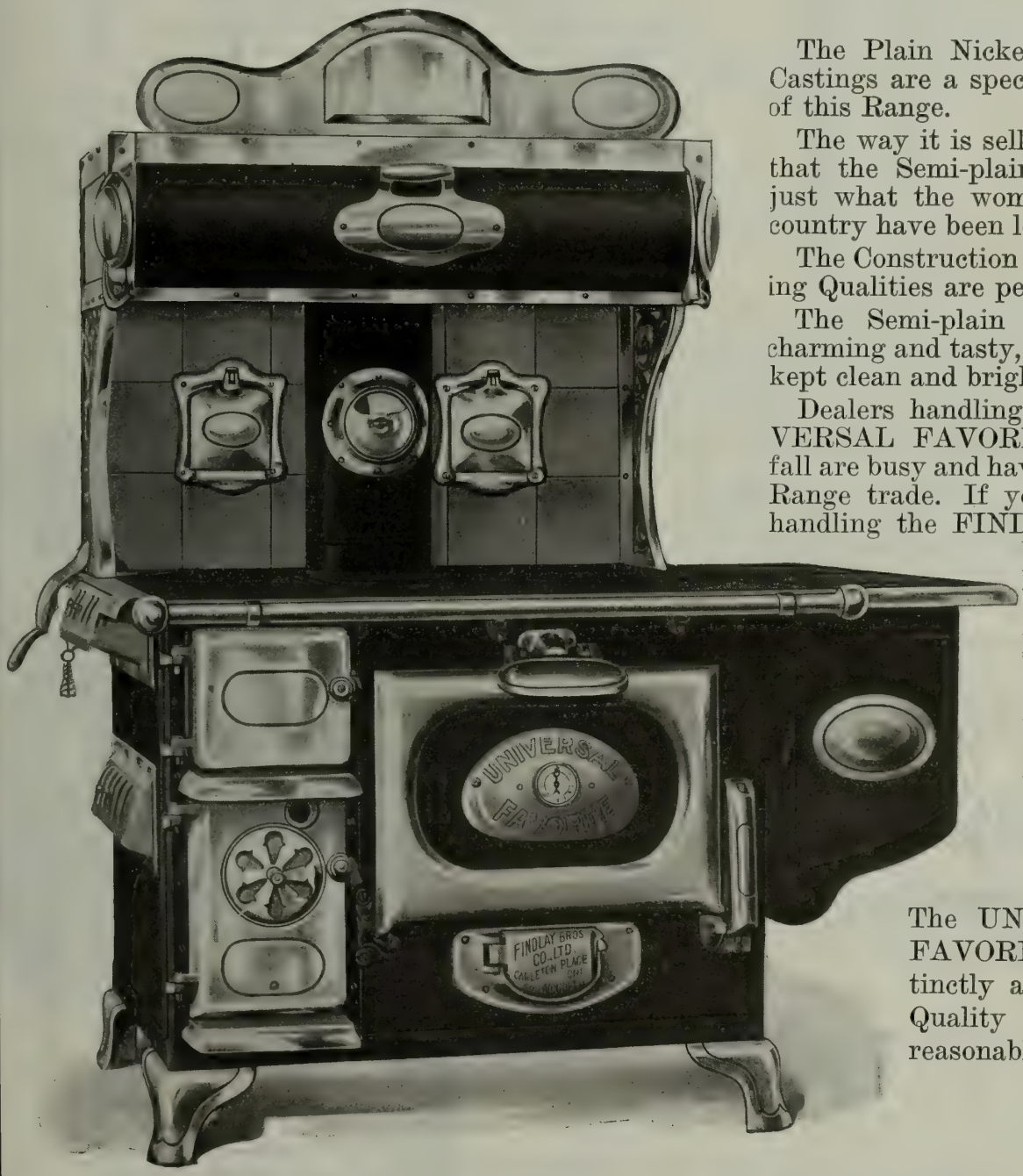
WIRE ROPE WIRE ROPE FITTINGS

MANUFACTURED BY

The B. Greening Wire Co., Limited

Hamilton, Ont. Montreal, Que.

In this age plain design and plain finish is the order of the day in all household furniture, and rightly so, because deep carving is unsanitary and hard to keep clean, more especially in a Stove or Range. A glance at the Universal Favorite shows that it is up-to-date in this respect.



The Plain Nickel and fine Castings are a special feature of this Range.

The way it is selling proves that the Semi-plain Dress is just what the women of our country have been looking for.

The Construction and Working Qualities are perfect.

The Semi-plain Design is charming and tasty, and easily kept clean and bright.

Dealers handling the UNIVERSAL FAVORITE this fall are busy and having a good Range trade. If you are not handling the FINDLAY FAVORITE LINE order a sample of the UNIVERSAL and watch how quick it will sell.

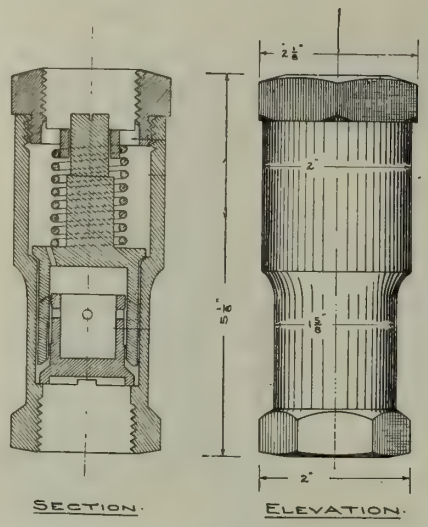
The UNIVERSAL FAVORITE is distinctly a Range of Quality sold at a reasonable price.

We make five different grades of Steel Ranges all in Semi-plain Design.

FINDLAY BROS. CO., LIMITED

Head Office and Works, CARLETON PLACE, ONT.
Branch House, - 260 Princess St., WINNIPEG

Wholesale Jobbers for N. Alberta: REVILLION WHOLESALE LIMITED, Edmonton
Distributing Agents: For Southern Alberta, D. V. COPE & CO., Calgary; For British Columbia, GEO. D. HORSMAN, Vancouver



The Knickerbocker Regulator

is a New and Absolutely Safe Remedy for Faulty Hot Water Systems

This is the only device that will operate automatically both on open and closed systems of hot-water heating. It increases radiation from 25 to 50 per cent., and reduces the consumption of fuel.

This device can be easily applied to old as well as new systems, and we guarantee perfect service wherever it is installed.
Write for descriptive circular.

25 Years of Practical Experience Stand Behind

J.M.T. Valves

They have an established reputation that is the result of splendid service that they have always given.
All parts are made proportionately correct in design, and all valves are carefully tested and fully guaranteed.
J. M. T. Valves are made in Globe (as illustrated), angle and check patterns.
Three weights—standard, medium J. M. T., and extra heavy J. M. T.
Our lines include everything for the modern plumbing and heating installation.
WE GUARANTEE SATISFACTION TO EVERYONE.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, TORONTO

We Carry a Complete Line of Plumbers' and Engineers' Supplies

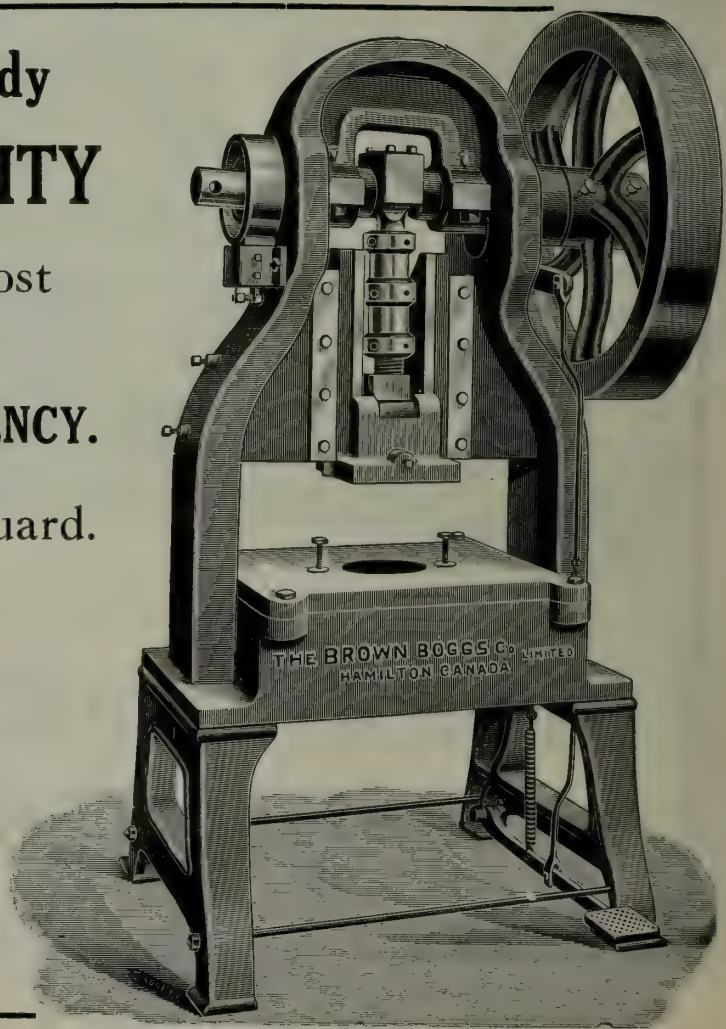
B.B. Co. Presses Embody STRENGTH and RIGIDITY

MINIMIZING maintenance cost of both press and tools.

Every B.B. Press spells **EFFICIENCY.**

Our experience is your safeguard.

LET US QUOTE ON YOUR PRESS REQUIREMENTS.



The Brown Boggs Co.

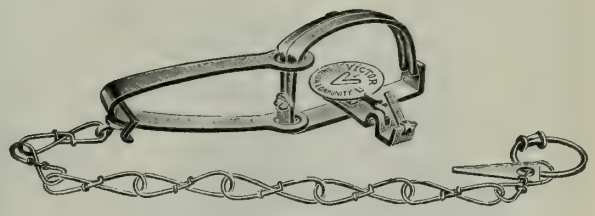
LIMITED

HAMILTON, CANADA

Presses, Dies, Tinsmiths' and Sheet Metal Workers' Tools, Canning Machinery

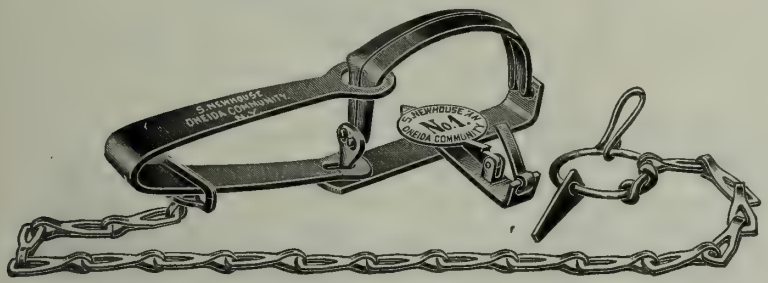
GAME TRAPS

The high prices of furs and the extensive advertising by makers, has created a greater demand for game traps. We have the most reliable lines.

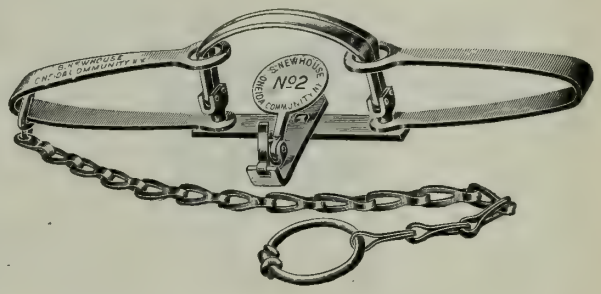


THE VICTOR.

No. 0 is for Rat or Gopher.
No. 1 is for Muskrat.
No. 1½ is for Mink.
No. 2 is for Coon, Mink or Skunk.



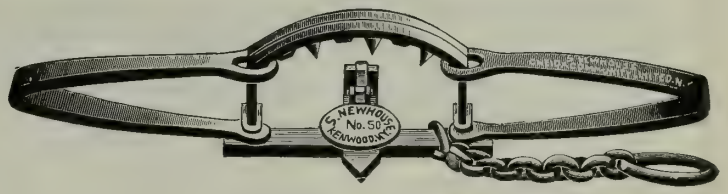
No. 3 is for Fox or Otter.
No. 4 is for Otter or Wildcat.



Victor, Hawley & Norton and Newhouse Grades

STAR JUMP TRAP.

BEAR TRAPS



NEWHOUSE QUALITY.

THE OFFICIAL RAT AND MOUSE TRAPS

ALWAYS CATCH, whether the bait is pulled or pushed the traps never fail as others do, prices are low. Each trap is oil finished.

Caverhill, Learmont & Co.

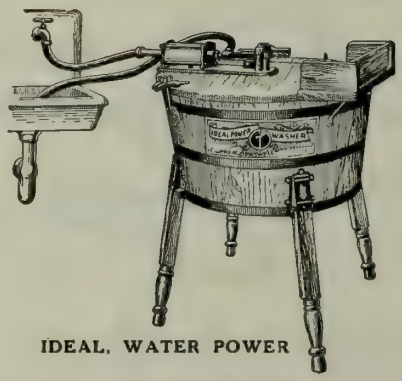
MONTREAL

WASHING MACHINES and CLOTHES WRINGERS

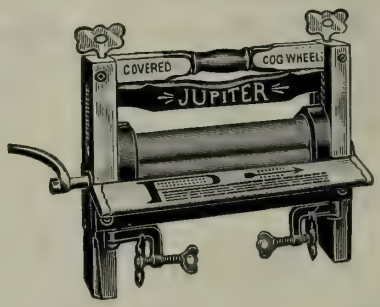
WE CAN DELIVER THE RIGHT GOODS AT THE RIGHT PRICES AT THE RIGHT TIME

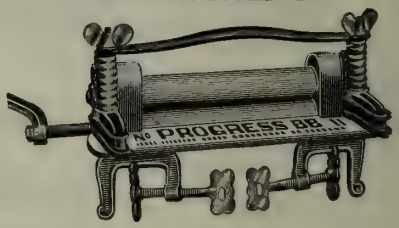
SEAFOAM, ELECTRIC

NEW IDEA STYLE "B"



IDEAL, WATER POWER





CUMMER-DOWSWELL, LIMITED - HAMILTON, ONTARIO

High Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware

THE "SUPREMO"

Our Supremo knife is made from high-grade Sheffield Steel, plated with full weight pure Silver and is finished in a very superior manner. Put up in neat rack boxes, containing 1-2 dozen and is a satisfactory line to handle profitably.

McGLASHAN, CLARKE CO., LIMITED - - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlotte, P.E.I

Every Sheet of our Corrugated Iron is Stamped Absolutely Uniform and Straight

Conductor pipe, eavetrough, elbows, skylights, ridge roll, ventilators, etc.

We ship while others are thinking about it

WHEELER & BAIN, Toronto, Ont.

The Beautiful "Metallic" Ceilings and Walls

are made in a great variety of up-to-date designs, with border, friezes and dados to match, suitable for all kinds of rooms, halls, etc.

Fire-Proof, Sanitary, Inexpensive

Homes, stores, schools, theatres, hotels, cafes and public buildings of all kinds are using this modern, artistic and inexpensive interior decoration to excellent advantage. You ought to be handling this line and making money out of the demand that exists.
Use "Metallic" Ceilings and Walls in your own store. This will help you sell others. Erected in your store, they will effectively demonstrate their desirability from the standpoint of beauty, fire-protection, durability, economy and cleanliness.

Send for our illustrated catalogue "H" and price-list, so that you can get into this money-making line at once.

We manufacture all kinds of sheet metal building materials.

The Metallic Roofing Co., Limited

MANUFACTURERS

TORONTO and WINNIPEG

The Portland Power Washer

is manufactured in one of the largest factories in the world, owning and operating its own brass foundry, where all motor parts are made of the best material that can be procured.

All castings no our motor are brass and will not rust.

The motor is gearless and needs no oiling, thereby saving grease spots on the clothes.

The tub is large and fully corrugated, and finished in the best possible manner, with oil filler and varnish.

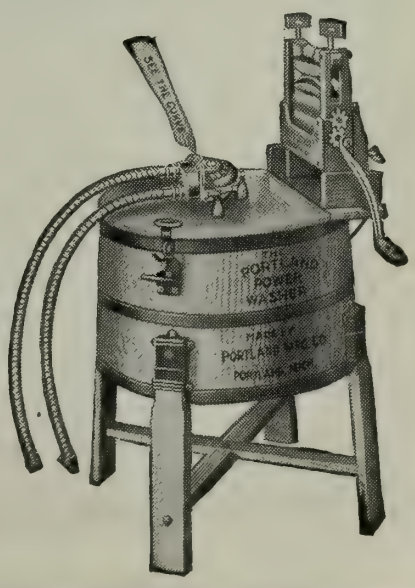
Will operate on less pressure than any other water motor machine on the market.

The agitator travels farther at each stroke than any other machine; therefore does the washing in much less time.

Is thoroughly tested by our skilled expert before leaving the factory.

This machine is made by men who have "grown up" in the business; men who have studied whys of every washer's success and the reason for every washer's failure. That's why the **Portland Power Washer** is such **a perfect piece of mechanism** success everywhere.

It will be a splendid washer for you to handle. Guaranteed for 3 years.



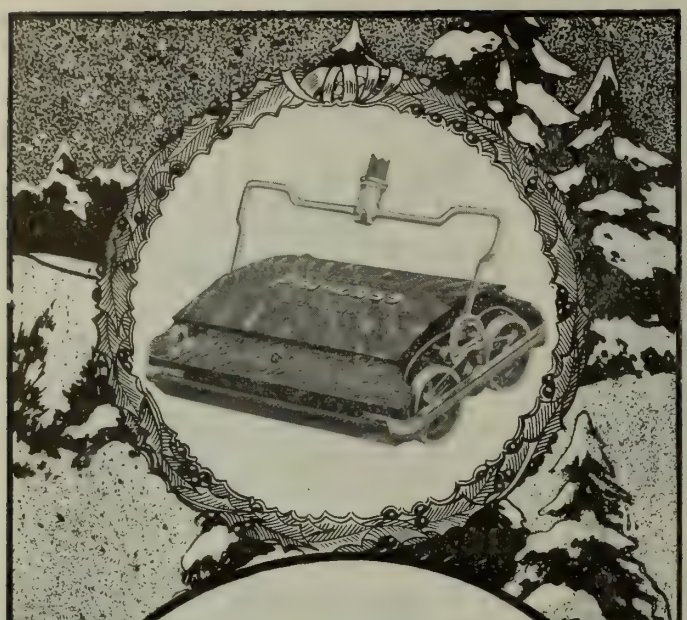
Manufactured by

PORTLAND MANUFACTURING CO.

PORTLAND, MICHIGAN

Sole Distributors for Canada:

Henderson & Richardson, Montreal



BISSELL'S CHRISTMAS OFFER

is now in force

UNTIL December 15th we will include FREE, with an order for one dozen or more high-grade sweepers, one of our new "Princess" sweepers in consideration of your active interest in our line during the fall and holiday season when our own publicity advertising is the most extensive and the natural demand greatest.

Each year the public exhibit a growing tendency to buy Christmas gifts that are useful and which will give more than passing pleasure, recognizing that the value of an article lies, **not in its mere ownership,** but in the **service it renders.**

The Bissell sweeper makes a most appropriate gift that is at once useful, handsome and moderate in price. It eliminates the drudgery of sweeping, confines the dust, and freshens and brightens carpets and rugs, making it a source of **daily** comfort, convenience and satisfaction for years. The Bissell is a popular Christmas gift everywhere. A woman wants two sweepers, one for upstairs, and one for down.

Let us mail you a copy of our Christmas Offer Announcement.

Bissell Carpet Sweeper Co.

Grand Rapids, Mich.

Largest Exclusive Carpet Sweeper Mfrs. in the World.

BRANCHES:

New York, 25 Warren St.
Salesrooms & Export Dept.

Niagara Falls, Ont.
(Factory)

Paris, France

Agencies Everywhere

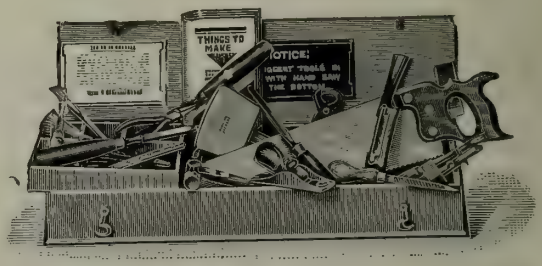
New Process Saws

Saws, Files and Edged Tools

"The Name's the Guarantee"

It is important that you should stock Spear & Jackson goods because their quality will be an important factor in your prosperity.

MERMAID



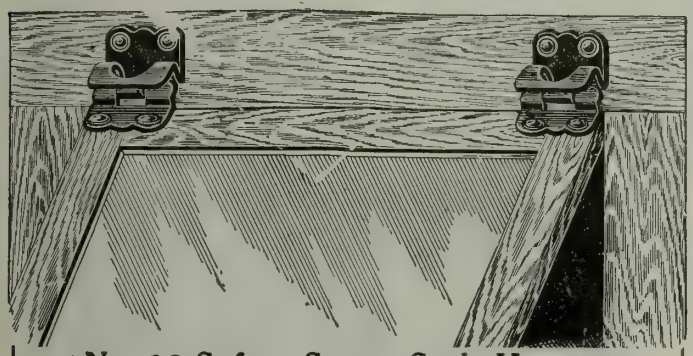
Spear & Jackson, Ltd.

SHEFFIELD, England

FRANK H. SCOTT, Agent for Canada

CORISTINE BUILDING, MONTREAL

Watrous
Self-Sellers



No. 18 Safety Storm Sash Hanger

This Hanger will make the MOST MONEY for you, Mr. Dealer, because it meets in every detail the requirements of your Carpenter and Builder customers.

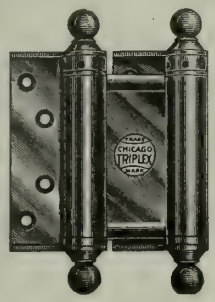
Ask your Jobber.

WATROUS MFG. CO.
DES MOINES, IOWA

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO — TRADE C S B CO MARK — NEW YORK

HERE'S A GO

SOMETHING TO SELL
THAT SELLS ITSELF

THE WALDEN SAFETY PISTOL

A Real Pistol Firing Cartridges, BUT Absolutely Harmless

Invaluable for starting races, stage performances, frightening thieves, etc. Every traveller ought to carry one, and every home possess one. Thousands sold in Great Britain and all parts of the world. New in Canada.

Retail at prices from $1 to half that sum, according to quality and finish. Write in for prices per gross, or send $1 for sample pistol (carr. paid). Hallcross blank cartridges, 500, $1.

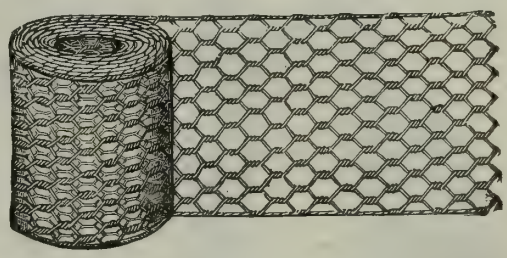
The WALDEN PISTOL is an ideal gift for any boy, being harmless. ALL BARK, BUT NO BITE!

We Want Active AGENTS in CANADA

HALL & CROSS Ltd., Chancery Lane, London, Eng.

WIRE BEST ENGLISH MAKE NETTING

STRAIGHT AND FLAT — **GALVANIZED AFTER MADE**



English Standard List Prices for Rolls of 50 Yards

Width		12	18	24	30	36	42	48	60	72
Mesh	Gauge	$ c	$ c	$ c	$ c	$ c	$ c	$ c	$ c	$ c
2	19	1.08	1.54	1.97	2.35	2.68	3.12	3.57	4.46	5.36
	18	1.36	1.97	2.50	2.98	3.41	3.98	4.55	5.68	6.82
	17	1.77	2.54	3.23	3.84	4.38	5.11	5.84	7.31	8.77
	16	2.29	3.29	4.20	5.01	5.72	6.68	7.63	9.54	11.44

RATE OF EXCHANGE 4.87. PRICES ARE F.O.B. PORT.

Orders exceeding 100 Rolls 55% Discount
Smaller Lots only 50% Discount

SPECIAL DISCOUNTS FOR APPROVED LOTS

Prices for other sizes may be obtained from our Agent:—

MR. FRANK D. C. RICHARDS
70 Lombard Street
TORONTO or from

Hoods Ltd. INTERNATIONAL EXCHANGE **Birmingham**

Cables: "Hood" ENG.

Put Your Accounting Troubles Up To Us

You can learn, without cost or obligation on your part, just where and how your profits may be increased and what leaks and losses are draining your business of net earnings. Unless we find you need

With Only One Writing **THE McCASKEY SYSTEM** **The End of Drudgery**

in your business, we shall not ask you to buy. If you do need the McCaskey System, we'll tell you so and show where and why. There are a few businesses that cannot use The McCaskey System with profit. If yours is one of these, we shall be very frank and tell you so.

Make use of this opportunity to learn something more about handling accounts. We have collected information from thousands of sources that you will find extremely profitable to you. Put your accounting troubles up to us. Let us show you in figures based on your own business how you can add to your profits.

If we recommend the use of The McCaskey System to you it will be for one or all of the following purposes:

Saving time in handling accounts.
Keeping every account posted up to the minute.
Making it impossible to forget to charge.
Preventing misunderstandings with customers over their accounts.
Preventing errors in accounts.
Improving your collections.
Protecting you against loss of insurance in case of fire.
Placing an automatic credit limit on each customer.

Remember, unless we are convinced that you really need The McCaskey System we shall not urge you to buy. We'll put the proposition up to you.

The advice we give is free.

Write to-day—and for your convenience use the coupon.

The Dominion Register Co.,
Limited
96 Ontario Street, Toronto, Canada
(Trafford Park, Manchester, Eng.)
The Largest Manufacturers of Carbon Coated Salesbooks in the World

First and still the best

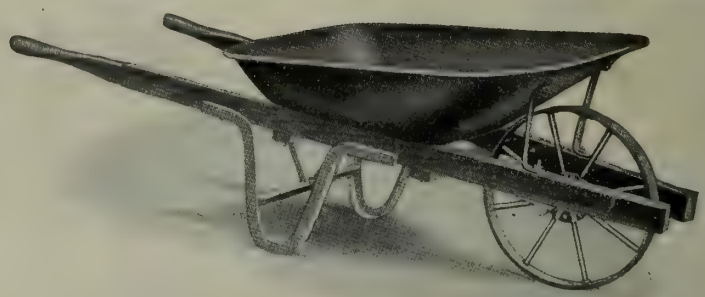
THE DOMINION REGISTER CO., LIMITED,
96 Ontario St., Toronto, Can.

Gentlemen:—Without obligating myself, I'm willing to learn how I can increase my profits.

Name .....

City ..... State .....

Business ..... H.& M.



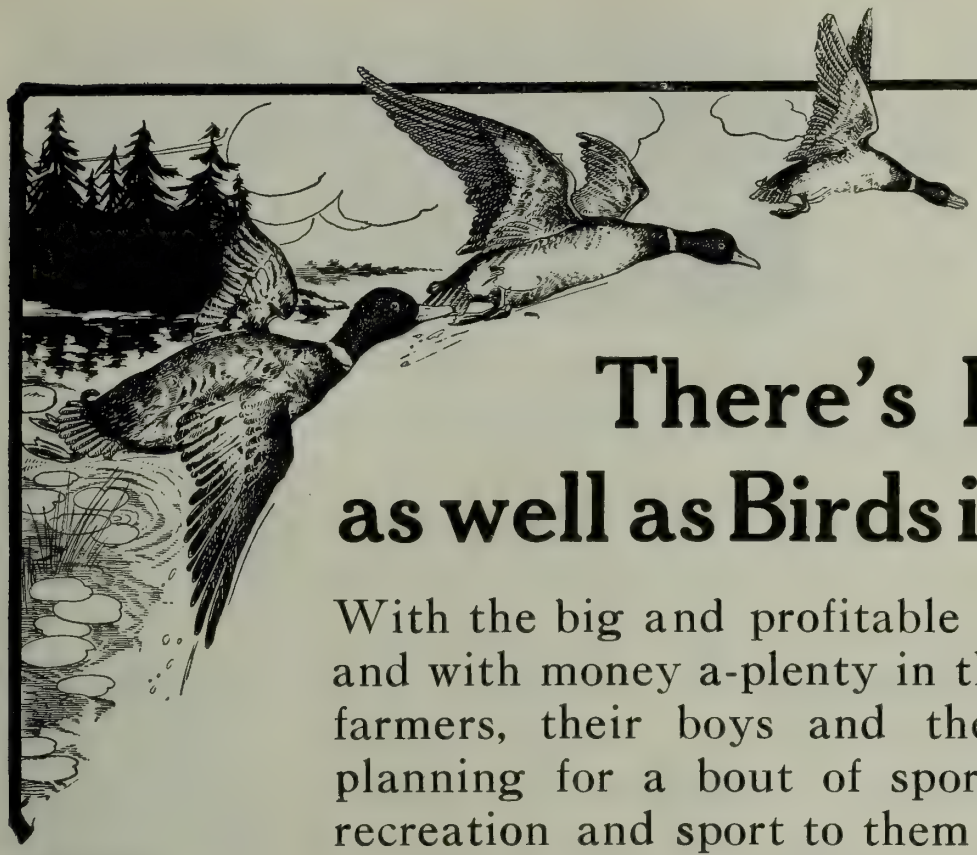
The ERIE Line

Seamless Steel Tray Barrows—Barrows for all Purposes

3 cub. ft., 4 cub. ft., 5 cub. ft., 7 cub., ft., 10 cub. ft.
Side or end dump. Barrows made the correct way.
Let us have your enquiries.

MANUFACTURED BY

Erie Iron Works, Limited St. Thomas, Ont.



There's Business as well as Birds in the Air

With the big and profitable crops harvested and with money a-plenty in their pockets, the farmers, their boys and their helpers are planning for a bout of sport. As a class, recreation and sport to them means hunting. Their hunting means new guns and supplies of cartridges and loaded shells. They want the best, so be prepared to supply them with

WINCHESTER

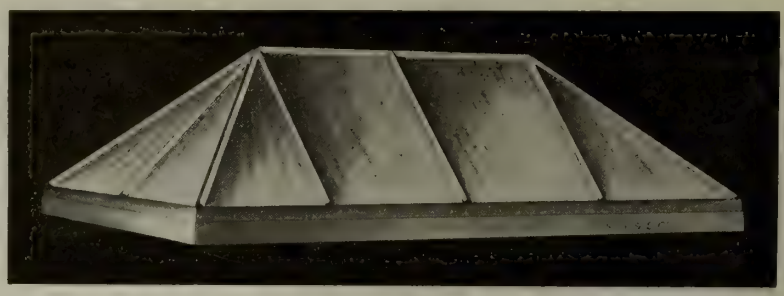
Rifles, Shotguns and Ammunition

the ready-selling, satisfactory line. Winchester guns and Winchester make of ammunition are favorably known and in general use the world over. The demand for them in the Dominion is bigger than ever and still growing. The advertising behind the **W** line was planned to help retailers and it is doing it To get your share of the business it is creating, stock Winchester guns and Winchester make of ammunition, let it be known that you do, and the results, both in volume of sales and amount of profit per sale, will satisfy you.

When ordering, specify the **W** Brand.

WINCHESTER REPEATING ARMS COMPANY
New Haven, Conn., U.S.A.

Winter Is Coming



Everyone wants to have their new building closed in before the cold weather comes.

Now is the time, Mr. Hardwareman, to get right after those cornice and skylight jobs that are coming on. Somebody will surely get them. Why not you? You make two profits on every job you sell. Profit on material and profit for erection.

The Preston lines are sure to bring you more trade because every customer is a satisfied customer and every satisfied customer is a boost. This insures larger profits.

Write us to-day and let us show you how we can make sales in these lines easy for you to close up.

The Metal Shingle & Siding Co., Limited

Associated with A. B. ORMSBY, Limited

MONTREAL	TORONTO	PRESTON	WINNIPEG	SASKATOON
Quebec	Ontario	Ontario	Manitoba	Saskatchewan

Offices in all the large cities

Head Office: PRESTON, ONTARIO

Now For Fire Arms and Ammunition

Direct your orders where you can get quick deliveries without any shortages.

The New 22 Savage Automatic.

Our 1913 Catalog

of Guns, Rifles, Revolvers, Ammunition, Hunting Clothing and Shoes, Camping Outfits.

The most complete Catalog ever published is ready.

IT IS COMPILED BY EXPERTS

Our Department Managers have been identified with their respective lines and with us for many years. They, as well as the members of the firm, take active interest in all sports and KNOW WHEREOF THEY SPEAK. No other concern has as complete a stock as we in the departments we specialize in. **If interested in Fall Sports, send for Catalog.**

Catalog Mailed Free for the Asking.

A. BREGENT & CO. 192 and 194 St. Catherine East, MONTREAL

FURNACE ELBOWS - Machine Made

The busy furnace season is now here, and most furnace men have all they can do to attend to their numerous orders.

IT DOES NOT PAY TO MAKE YOUR OWN FURNACE ELBOWS BY HAND. We make these in large quantities—enough to supply the whole Dominion—and sell them at a price much below the initial cost of the hand-made article. Besides, they are much stronger, neater, and more acceptable in every way to the furnace owner.

TIN - BLACK - GALVANIZED

The material used is extra heavy gauge.

7 - 8 - 9 - 10 - inches.

All the standard sizes for furnace work.

Made in all angles, 45 - 60 - 90 degrees, etc.

E. T. WRIGHT CO., Limited

Hamilton, Canada

MANUFACTURERS OF STOVE PIPE ELBOWS, CONDUCTOR ELBOWS AND FURNACE ELBOWS

Write for a copy of our illustrated catalog now being distributed.

"PARKYTE" Sanitary Chemical Closets

No! Mr. Dealer, we do not make the cheapest closet on the market—honest material and workmanship won't allow us.

See that *cast iron top and bottom,* thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitators.

We manufacture a superior grade of sweeping compound, put up in 250 lb. bbls.—150 lb. boxes. 75 lb. boxes and crates of 24 5 lb. tins each.

See Ashdown's latest catalogue, and all Western jobbers. Also Hobbs Hardware, London, Ontario.

PARKER-WHYTE LTD., Winnipeg

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture **NIPPLES** in all sizes—black or galvanized.

Works: Lachine Canal

Some Reasons Why

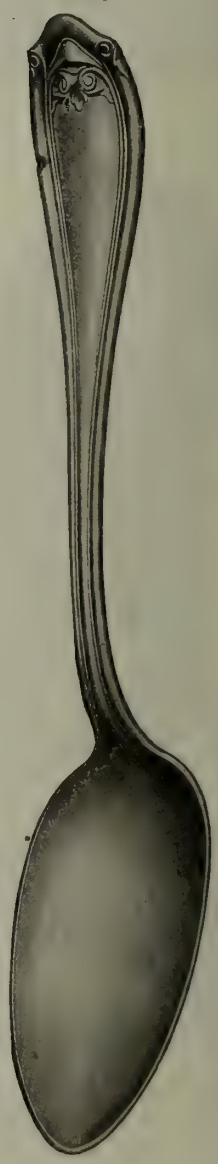
The Canadian Rogers Plated Silver is now being stocked by **Every Dealer Who Investigates** the **Facts.**

Quality — The weight of silver deposited, the high per cent of nickel in the bank, and the finish are guaranteed.

Designs — New, Artistic, Exclusive. The range of patterns permits each dealer to handle something different from his neighbor.

Shipments — Every facility for the prompt handling of orders enables perfect co-operation with customers.

Abington



Write for catalogues and folders giving the strongest selling arguments.

Canadian Rogers Company,

Limited

PAID UP CAPITAL $1,000,000.00

SALES ROOMS

Toronto **Winnipeg** **Vancouver**

HEAD OFFICE

53 King St. West, Toronto

FACTORY

570 King St. West, Toronto

HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

Vol. XXV. TORONTO, OCTOBER 4, 1913. No. 40

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JOHN BAYNE MACLEAN, *President* -:- H. T. HUNTER, *General Manager*

(ESTABLISHED 1887)

Cable address: Macpubco, Toronto; Atabek, London, Eng.

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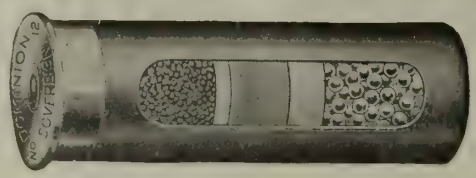
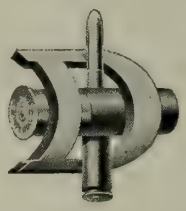
FRANCE—Paris, Desbarats Advertising Agency, 1 Rue Rossini.

SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, $2 a year; United States, $2.50 a year; Other Countries, $3 a year; Single Copies, 10 cents. Invariably in advance.

DOMINION AMMUNITION



Dominion Sovereign Shells 20, 16, 12, or 10 Gauge, loaded with chilled shot and bulk smokless powder only. The high velocity shell with the slight recoil, shot by experienced Canadian shooters and sold by Canadian dealers who carry the quick moving brands of merchandise.

There is a  on every box of Sovereigns.

Dominion Cartridge Co., Limited, Montreal

O-Cedar Mop Polish

(Made in Canada)

Nothing Like It For Giving Satisfaction — Dusts, Polishes and Disinfects at Same Time

This mop makes a "hit" with the housewife because it gets into every crevice and corner, and makes it easy to clean those hard-to-get-at places—above or below.

This mop is advertised in the daily papers in the important cities from coast to coast in Canada. Housewives in your vicinity are reading about its great advantages.

Why not stock a trial order? A window display will prove a wonderful silent salesman—you will make sales with practically no effort, and reap a most desirable profit.

Send us your request for full particulars to-day.

Manufactured and Guaranteed by

CHANNELL CHEMICAL CO., LIMITED

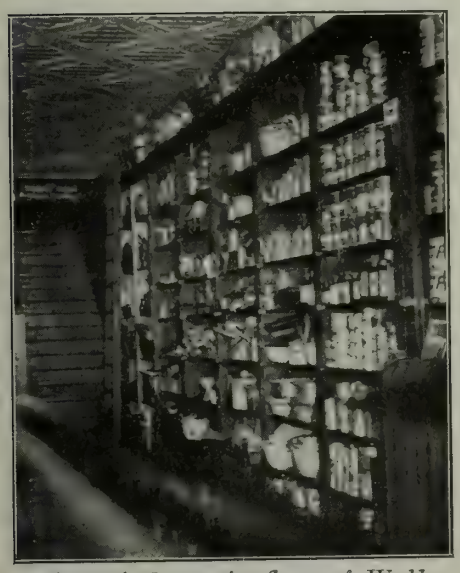
369 Sorauren Ave., Toronto, Ont.

HARDWARE AND METAL

Vol. XXV. OCTOBER 4, 1913 No. 40

A Place for Everything in the Walker Store

And Everything is in its Place—The Old Motto Well Exemplified in a Toronto Hardware Establishment—Neat Builders' Hardware Showroom is Found to be a Business-getter—City Travellers Are Maintained.



A view of the main floor of Walker & Son's store, showing part of paint department—stairs at rear lead to upstair showroom.

A PLACE for everything and everything in its place," is the stock-keeping slogan in the hardware store of Walker & Son, 1226 Yonge Street, Toronto.

The store is located in the northern section of the city, and this district is showing a rapid growth. The Walker firm carry a general line of hardware, but one of their largest and strongest departments is that devoted to builders' hardware. Mechanics' tools are also strongly featured.

On entering the store a customer can see at a glance that care is taken in arranging the stock and keeping it in a clean and attractive condition. At the front of the main store interior silent salesmen and glass wall cases are used to display tools, cutlery, etc. Shelf boxes are also used for storing and displaying other lines of hardware.

Immediately at the rear of the main store interior is the warehouse. This building is four storeys high, of steel and concrete construction. It is a model for convenience. There is a basement the full length of the warehouse and main store interior. An additional section has been added to the basement by excavating under the lane which leads from the street back to the ground floor of the warehouse. The building is L shape. The roadway of the lane is of concrete. This concrete construction serves as a roadway for the lane driveway, and also as a ceiling for the iron department in the basement.

Goods Stocked in Basement.

The basement is also a model of neatness. Each line of lines, such as roofing, building paper, nails, sash weights, bar iron, etc., has its place, and the goods are all arranged in such a manner that they are easily accessible, and the stockkeeper can tell at a glance if the stock of any line is getting low.

Special shelving has been erected in the basement for storing surplus stock of paints and varnishes. A rack has also been built, which is equipped with compartments for storing pipe fittings.

The basement is divided into two sections—a section for bar iron and a section for general hardware lines.

In order to prevent loss from unnecessary burning of lights in the basement the firm have installed two colored lights at the rear of the main store interior. If the lights in the iron department are left burning a blue bulb shows, and red is shown if the lights are left burning in the other section of the basement.

A PLACE FOR EVERYTHING.

So many hardware stores are lacking in space that the stocking of goods is one of the hardest problems faced. In this article details are given of the methods adopted by a Toronto firm to show all goods to best advantage. Despite the fact that the store is narrow, the arrangement of the stock could not be improved upon in many ways. Especially good use has been made of the floor above the store and the warehouse.

A view of the stock room where builders' and shelf hardware are stored.

An electric elevator runs from the basement to the top floor, and is used for conveying stock, orders, etc.

Good Shipping Facilities.

The main floor of the warehouse, a sectional view of which is here shown, is used for receiving goods and for loading up deliveries. The firm use an auto delivery, and the auto can be backed into this section of the building. If necessary the auto can be backed up to the elevator, and goods can be loaded or unloaded with little delay. A battery of oil pumps is also shown in this section of the building, the tanks being located in the basement. When not in use the auto is kept in this section of the building. A city order office with telephone, etc., is connected with this section of the building.

Left—A view of the section of upstair showroom devoted to the display of refrigerators. Right—A section of the warehouse. In the left hand corner is a row of oil tanks. In the right hand corner is an elevator.

IN BRIEF.

Basement continued out under side drive. Concrete roadway serves as ceiling for that section of basement.

Stock in basement is arranged according to departments.

Colored lights in store indicate when lights in basement are burning.

Electric elevator runs from basement to top floor.

Oil tanks are in basement with pumps in rear warehouse.

Builders' hardware showroom above main store, approached by stairs at rear. All samples are mounted.

Stock in builders' hardware kept in drawers below the samples.

Stock room at rear of showroom.

Tinshop is located on top floor. Store room also on this floor.

Outside salesmen are kept out after city trade. They canvass for orders for building materials, paints, etc.

The store is equipped with attractive glass showcases and neat shelving.

Paint department is located at front of store to right of entrance. A large trade is done in household specialties.

Builders' Hardware Showroom.

The second floor of the Walker Building is one that might well be copied by many of the larger stores. In the front section the general office is located. Next in order comes the builders' hardware showroom. Two views of this department are here shown. All samples are mounted, so that a customer can see the locks, sash fasteners, casement adjusters, cupboard turns, night latches, front and store door sets, etc., in operation at any time. This show room is nicely decorated and presents a most attractive appearance. In the day time light is supplied through the skylights and in the evening or on dark days electricity is used. Ornamental drop lights are used on this floor.

As shown in the illustration the sample display counters are equipped with drawers, in which samples may be kept without being exposed. This showroom is very long, and one end and one side are devoted exclusively to the display of builders' hardware. The other side is used for displaying refrigerators.

A wash room fully equipped is also found on this floor.

A wide stairway leads up from the main store interior. Immediately to the rear of the display room and on the same floor is found the hardware stock room. As the accompanying view will show, this department is well fitted up with commodious shelving and wide aisles. This department is equipped with an order counter, files and elevator connection. All builders' hardware stock is carried in this stock room, and all orders are filled here.

The tin shop is located on the top floor and is a large roomy section, with an abundance of light. A sectional view is shown in one of the accompanying illu-

A view of the front of the store of Walker & Son, showing neat and effective arrangement of stock.

Two views of the builders' hardware showroom on the floor above store—articles shown on top of shelves are stocked in the drawers below—the showroom is nicely decorated.

strations. This department has in addition to the workshop a store room for storing made up materials, such as pipe, etc.

Fires Were Extinguished.

Each section of the store is equipped with fire extinguishers, and on two occasions they have been used with success in extinguishing small fires.

Outside Salesmanship.

The firm have two travellers calling on the building, painting and contracting trade. These travellers bring in a large amount of business. They are continually looking up new business and find, as Bert Walker says, "There is lots of business if a man goes after it."

The firm endeavor to give a very prompt delivery service, and they find that this is appreciated by the contracting trade.

THE OUTPUT OF COPPER IN AUGUST.

The Boston News Bureau states that the copper production for August by 26 producers approximated 81,413,124 pounds, compared with 99,540,194 pounds last year, a decrease of 18,127,070 pounds. This sharp drop was directly due to the suspension of operations in the Lake Superior district. The last half of the month witnessed resumption on a small scale at Calumet and Hecla, Copper Range and Quincy, but it is very improbable that the combined output from these properties exceeded 4,000,000 pounds, which would compare with a normal monthly production of the camp of from 18,000,000 to 20,000,000 pounds.

The porphyries—Utah, Chino, Nevada Consolidated, Ray Consolidated and Miami—outputted last month 30,019,348 pounds, an increase of 1,854,320 pounds over August, 1912.

A view of the tinshop in the establishment of Walker & Son.

GOOD DELIVERY SERVICE.

Walker & Son have a particularly good delivery system. They have a motor truck of one-ton capacity purchased last spring. The chief advantage they have found has been an increase in the efficiency of the service that they have been able to give customers. Formerly they kept two horses and two single delivery wagons. They made two deliveries a day. Now they make four. This change has made a vast improvement. There was a certain radius that they covered with horse delivery and beyond that they could not go. The desire to increase this radius was the prompting motive which led to the purchase of the motor car. They have, in fact, begun to fill orders in all parts of the city.

And on top of it all, the cost of delivering goods has been reduced. The result can be summed up as follows:

Driver ..... Same
Daily cost ..... Cut in two
Incidentals Much smaller

HARDWARE AND METAL

Vol. XXV. No. 40 Toronto, Canada, Oct. 4, 1913 Two Dollars per Year

BANKERS HAVE CONFIDENCE.

A NOTEWORTHY feature of the fourteenth annual meeting of the Canadian Bankers' Association held at Winnipeg, was the optimism which prevailed among the members. The banker is always closest in touch with conditions. He handles the nation's cash and when things are bad, he learns of it first. Likewise when, after a period of financial stringency, conditions to begin to show signs of improvement, the banker gets the first authentic and tangible evidences. Consequently, when unanimity is displayed among bankers on the score of future prosperity, it can safely be accepted that the indications are there to justify them; for the banker is more inclined to hint his pronouncements to reserved hopefulness rather than to tincture them with exaggerated optimism .

Confidence was expressed that a great improvement would be noted in the financial situation as soon as the crop money started to come back.

An important matter discussed by the bankers was the loaning of money to farmers to enable them to go on with their threshing; in other words, to make advances prior to the harvesting of the crop where conditions warranted. This proposition would relieve the stringency which always prevails in the late fall and would be hailed by all as a measure bound to benefit the country. It is reported that the proposal met with general sympathy. A committee was appointed to more fully investigate the question.

SHOULD IDEAS BE GUARDED.

"DID YOU get permission?"

In sharp curt tones this question was addressed to two leaders in the retail business in Canada this summer a couple of minutes after they had entered one of the largest stores on Oxford Street in London, England.

The visitors were taken aback. "Permission" to enter a public store? "Permission" to look around without rushing at once to a counter, giving an order hurriedly and with this clasped in his arms, rushing out again from the privacy of a departmental store to the public thoroughfares? No, they had not received permission; they were merely visitors taking a look around.

"Well you can get out then; we're not going to have people coming in here spying around for our new ideas." And unceremoniously they were bundled out, a menacing attitude revealing itself in the form of the discourteous floor walker.

This incident was told by the head of one of the largest stores in Ontario, himself a man who is steadily enlarging his own business and his store quarters, and who is constantly evolving new ideas to meet the changing and expanding conditions that are facing him. His ideas mean thousands a year to him, yet he was broad-minded enough to be willing to share them with any visitors, known or unknown, who entered his large establishment. The spirit of courtesy and co-operation overruled any narrow twinges of jealousy or fear that governed the conduct of the London store.

The experience in Oxford Street, happily, is an exceptional one, the product of narrow-mindedness. Merchants in Canada, the United States and England invariably are made of different stuff. "I would be delighted to impart any ideas I may have," was the Ontario man's rendering of his own attitude, and it is one that could be duplicated among the vast majority. In rare cases, a near rival might learn and "steal" and adapt ideas, but the ingenuity that created them first could not thus be brought to bay or rendered of no effect. In the wider sense a courteous and helpful attitude even towards local business rivals gives its return in those fruits of life that make it worth the living.

A LONG DELAYED SERVICE.

FOR MANY years a more efficient steamship service has been talked of between Canada and the British West Indies. The Canadian Government time after time has been approached to render assistance in the matter and travelers to the Islands have strenuously advocated it for years, yet nothing has been done.

When the new reciprocal arrangements with our sister colonies were made last spring, it was hoped the improved steamship service would come soon. But it is still far distant. Business men on the Islands fear it will be a long time into the future when it does arrive, and are beginning to think the reciprocity deal is not going to be the benefit they had expected.

The time is certainly here when the Government of Canada should take action. British West India merchants are not going to do business with Canadians unless they can get the goods in a reasonable time. They will buy from a country where theservice is more efficient.

The time for the Government to act is now. All those who are interested in a better steamship service should remind the Trade and Commerce department of its duty.

A HALLOWE'EN SALE.

THERE are many stories of the origin of Hallowe'en. It began as a night of religious observance if one is to judge by the old form of the word, All Hallow Eve, but it soon degenerated into an occasion for all manner of

wild revels and orgies. A few generations ago, it was believed to be the one night of the year when the denizens of the underworld were allowed free rein. On Hallowe'en the spirits of evil were abroad, sprites and goblins danced in the darkness, were-wolves howled, gibbering fiends prowled around houses. Frightened people, huddled around fire-places, could hear the evil shriek of witches as they rode with their broomsticks on every gust of wind that passed.

Undoubtedly it was this belief which led to the modern method of celebrating Hallowe'en. A night for mischief, it must be observed by the performance of mischievous acts and, since the growth of common sense had relegated witches and goblins to the limbo of things unreal, the mischief must be performed by human beings. Accordingly, the custom grew of going out on this one night and breaking windows, pulling down fences and stealing gates, performing material acts with quite as much malevolence as the fiends of early belief could have shown. Fortunately, to-day the custom is dying out, squelched by the uncompromising attitude of irate property-owners and inflexible officers of the law. Hallowe'en mischief is limited to the rattler and the pea-blower and the only customs which survive are those pertaining to inside games.

Which brings us around to the point that it would pay hardwaremen to hold during the last week of October a Hallowe'en sale. There are many articles which will be in demand in every home on that evening. Corn poppers and pans for candy will be in general use. The carrying out of Hallowe'en games will necessitate a wide variety of articles which will be purchased at the hardware store.

It has been the custom in most stores to put on a Hallowe'en window display for a few days during the last week of October. Why not give the display a practical turn by introducing a selection of articles which will be largely in demand? Advertise the goods at the same time.

A special table might be set aside for the display of suitable lines. Many articles could be featured at the same time which would not be needed particularly for Hallowe'en customs. In fact, the Hallowe'en idea could be introduced merely to provide leaders for a general sale of household goods and kitchen utensils.

POINTED EDITORIALS.

Christmas is now only 82 days away. Time to rouse up the public to early buying.

* * *

The exhibition and convention at Ottawa next year will be a marked success, if the energy and initiative of the officers can make it so.

* * *

Reports are received of a shortage of cement in some parts of the West. Apparently there cannot be a very marked cessation of building activity.

* * *

It is a strenuous task to roll the boulder of financial stringency off the track in time for the train of progress to pass unimpeded; but it is being done.

* * *

Showcards are salesmen—good, reliable salesmen, always on the job and carrying their story direct to everyone. Why limit the number of active salesmen in the store?

About Letter Heads

SEVERAL requests have been received recently for criticisms of letter heads submitted to correspondents. In each case, the criticism found has been the the same, viz., that the letterhead has been too elaborate and heavy.

Simplicity, in material forms at least, is the rule to-day. The ornate standards of a decade ago, when the excellence of an article was determined largely by the amount of chassing or figure work it contained, have been passed. Plain lines are now recognized as a closer approach to beauty and effectiveness. Contrast the modern railway coach, with its plain lines and restful appearance, with the elaborately carved coach that was once found on all loads; an dthe comparison will be all in favor of the style adopted to-day. At one time it was considered necessary to fill advertising space with fancy type and ornamental "gewgaws" and to box it around with an elaborate border. To-day the advertisement which conforms to the plainest models is usually the most effective. Simplicity is the keynote of typographical excellence.

The same rule holds good with letterheads and firm stationery. Do not try to have the matter shown in a highly ornamental form. The simplest letterheads are generally the best. Futhermore, do not try to put too much matter in. A heavy letterhead uses up too much of the space that should be available for correspondence and, in addition, looks out of proportion.

The use of cuts is to be commended in many cases but not if the illustrations are large. One cut is generally enough, although some firms will try to crowd three or four on a letterhead. The use of colors is also a feature to be commended.

In all cases the name of the firm should be printed in distinctive lettering, so that it will possess an individuality. In many cases, the same style of lettering is used on all stationery and in advertising matter. The firm name soon becomes recognizable at a glance.

It has been said that a business firm is known by its letterhead. This is true to a great extent. Opening the first letter received from a certain firm a man bases his impressions of that firm, first on the contents of the letter and, second, on its appearance. If the letterhead is crude, he does not form a very high opinion of the firm. If it is heavy and ornate, he imputes lack of taste to the personnel of the firm. If it is neat and effective, the impression given is of the best.

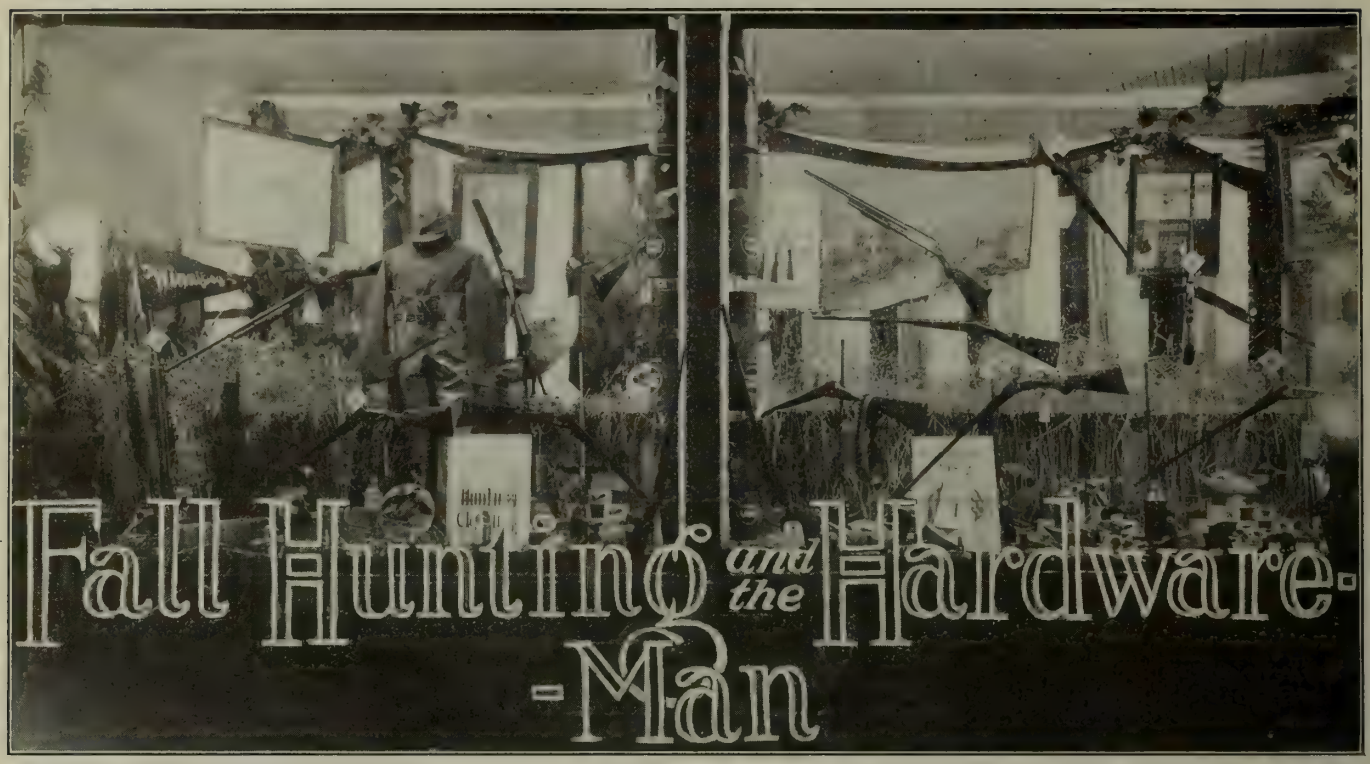
Are you satisfied with your letterhead?

Better arrange NOW for the cheap rates for "Hardware Week" at Ottawa.

* * *

Conditions have improved in the United States following on the failure of the "jingoes" to force the Government to drastic steps in the Mexican situation.

A hunting "trim" arranged by Jules Goudreau, for the J. H. Ashdown Hardware Co. Store, Winnipeg.



Fall Hunting and the Hardware-Man

The bond of mutual interest which draws sportsmen together is a great asset to the salesman who is also a "sport"—A good salesman can talk sports to customers—The importance of window trims.

THE peer, tramping across moors with gun under arm, chats eagerly with his guide on topics of the chase. The enthusiastic golfer discusses strokes and clubs with his caddie. The American millionaire sits in the grand stand cheek by jowl with a teamster and exchanges comments on the progress of the ball game on an even footing.

There is a feeling of Freemasonry among devotees to all varieties of sports. Athletics are levellers of rank.

This is due to the fact that there is a common bond of interest. A sporting enthusiast has just simply got to talk, and if he can find anyone with the same interests he enters into conversation with avidity. If he can't find anyone of a congenial turn, he talks anyway. To the ardent fisherman no one is as interesting as the man who can talk topics of the stream. A loafer who knows the ways of the finny tribe is more congenial than the professor who has never got near enough to a stream to get his feet wet. The baseball "bug" will talk ball to anyone who will sit and listen to him.

This bond of mutual interests, which draws sportsmen of all kinds together, should not be discounted by the hardware dealer. The enthusiast—always a free spender—goes to the store where he knows somebody. If a member of the sales staff is an authority on hunting, he will sell more rifles and ammunition than all other salesmen in town who lack the practical knowledge. Sportsmen quite naturally go where they know that the man who will wait on them knows all about the goods he will offer for sale from personal experience—and who, perhaps, will spend a few minutes in swapping experiences or talking "hunt."

If the manager of the sporting goods department keeps closely in touch with local sports fraternity, holds a place on various committees, and so on, he gets a large percentage of the trade.

It is of the utmost importance that the hardware store, which carries sporting goods, should attract custom through personal influence.

This is particularly true at the present time. When the end of September draws near and the leaves start to turn red, the amateur nimrod's fingers begin to itch for the feel of a trigger. As the season develops, the fever grows. If he can possibly manage it, he is going to get a fortnight, a week, a few days off, and steal away to the woods. When the first symptoms begin to manifest themselves, the enthusiast takes a deep in-

GOOD HUNTING SEASON.

St. John, N.B.—The opening of the hunting season found St. John dealers as well as merchants throughout the province actively boosting their stock of utensils valuable to the sportsmen, and from present indications this fall promises to be one of the best experienced in many years from the department of sporting wares.

There have been a great many American and Upper Canadian hunters, mostly the former, who have come to this city within the last week or more "on their way to the forest a'gunning" and they have patronized local hardwaremen to an appreciable extent, while the number of local sportsmen going into the woods seems larger than ever.

Reports to the effect that moose, deer and other game are plentiful in different parts of the province have been responsible for attracting many to these parts and merchants not only in St. John, but in Fredericton, Newcastle, Moncton, Sussex, Campbellton, and other towns have reaped the benefit from their coming.

terest in sporting journals. He discusses hunting absorbedly with everyone. If the stores show sporting goods in their windows he scrutinizes each display with great interest. If perchance he knows the man in charge of the sporting department of any store he drops in for a chat and to casually look over what is in stock. If the salesman can advise him about the equipment he should have and so forth, the business will come to that store when Mr. Enthusiast finally gets under way.

It is recognized that a hardware salesman must be thoroughly conversant with the practical side of the business. It is equally important in regard to sporting goods. The salesman must be a sportsman himself; he must know the goods, and be prepared to enthuse over fishing exploits with the angler, talk big league averages to the baseball "bug," gloat with the lacrosse man over the victories of the home team, or deplore its losses and generally bring himself hand in glove with the whole fraternity of lovers of clean, manly sport.

The Importance of Displays.

Nor must the importance of good window displays be minimized. As stated before, the sports enthusiast is not a half-measure man. He gives his interest whole-heartedly to whatever line of recreation has entrapped him. He reads everything he can, and shows an interest in everything pertaining to his pet pastime. If a window display pertaining thereto is shown in one of the hardware stores he spends some little time in front of the plate glass, appraising the stock and the arrangement.

The windows shown in connection herewith are particularly good specimens of hunting windows. They would, one feels safe in guaranteeing, attract every man in whose veins pulsed the least drop of the hunting virus. That they brought results is testified to by the display men who dressed them. In each case many enquiries were received about hunting supplies, and a satisfactory number of actual sales were made.

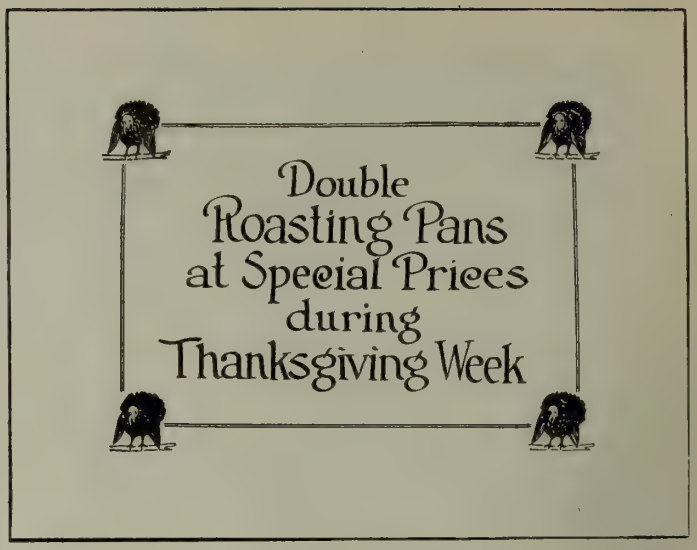
John McLaren, of Galt Brass Co., Ltd. was a business visitor in Toronto on Tuesday, Sept 23rd, he believes in hunting up business when it does not hunt up you.

SUGGESTION FOR DISPLAY.

To make a realistic hunting goods display, build up a background to represent a rocky declivity. This can be done by putting in a frame work six feet high and covering it with factory cotton. Fill in with sticks and branches, giving the cotton an uneven surface. Then coat the cotton with whiting mixed with glue and water. While still wet, paint the surface over with raw umber. After that work in lamp black and the result is a realistic background. Figures of animals or men should be introduced to complete the "ensemble."

Guns, ammunition and supplies could be placed in the base of the window.

Unique window trim arranged by Fred Deacon, with Clark & Lewis, Smith's Falls.



Illustrations for Show Cards Made Easy

Methods of Making Silhouette Drawings and More Elaborate Illustrations for Cards—Tracing and Cutting Out Can be Done—The Advantages of a Clipping Bureau, Both for Cards and Advertising Work—Some Practical Suggestions.

Written for Hardware and Metal by Osborne Edwards, Robert Simpson Co., Toronto

The card writer must always be up with the times. His work should reflect current events. Every holiday, celebration or local event of importance should be taken advantage of for special show cards. Thus, before Thanksgiving cards should be used which reflect the spirit of the coming holiday. During the Christmas season cards should be decorated with holly wreaths, mistletoe and Santa Claus sketches.

If there is a Scotch celebration in town, decorate cards with silhouettes of Highlanders; before St. Patrick's Day use drawings of figures with shillalah's, harps and other emblems of Erin. The work of the card man who makes use of all special events of general interest will be immeasurably superior to that of the man who turns out the same kind of cards the year around, never altering his style to suit current events or making any concessions for changing seasons.

The cards shown are designed for present use and cover a range of articles particularly saleable now. They are intended to serve as suggestions for hardware card writers, and anyone who cares to copy them in whole or in part is quite at liberty to do so. In fact, they are published with a view to helping young card writers who are not yet familiar with intricacies of lettering and lay-outs.

The lines featured are roasting pans, guns and ammunition, general sporting supplies and stoves. The roasting pan card is made to apply directly to Thanksgiving cooking by drawings of turkeys inserted at each corner.

Overcoming Difficulties.

There are hundreds of card writers in the hardware trade who continue to turn out plain lettered cards, without any attempt at illustration or ornamentation, seldom varying their style. The reason in almost all cases is the same. They believe that it requires skill as an artist to do this class of work and fear their own limitations. Rather than attempt more ambitious work, which they believe is beyond them, they go on with plain lettered cards and never atempt to get out of the rut.

This fear should be banished at once. There are plenty of first-class card writers to-day, turning out finished work replete with illustrations who do not possess artistic skill in the smallest degree. Illustrations can be "worked up" neatly and effectively with little trouble on the part of the card writer.

Illustrations on cards are generally secured by clipping suitable drawings from advertisements, magazines or trade papers. By clipping the sketch closely and pasting it on the paper in the position desired, it gives the effect of having been actually drawn in by the card writer, this effect being improved by the fact that the card is generally some distance from the observer and, in addition, is seen through glass. Some card writers attempt elaborate effects of this nature, using colored illustrations from magazines or clipping halftone figures.

If it is desired to completely remove all suspicion of a drawing having been pasted on a card, it can be done in various ways. For instance, the border can be run partly over the drawing or the lettering can be started on the sketch. In this way it will look to the observer like a complete drawing, and no suspicion will attach that part of the card has been merely appropriated.

One of the best card writers in Canada makes use of magazine cover drawings on practically all his cards. His works, as a result, is distinctly artistic.

The Silhouette.

On the same basis the card man can work silhouettes into his cards. For hardware cards, the silhouette is better for regular use than more elaborate illustrations. Illustrations can be worked up in this way. Clip an illustration suitable for the card in hand. Lay carbon paper between the illustration and the card and then trace the outline with lead pencil. The whole figure can then be inked in on the card in black ink. In this way, the drawing is right on the card, and for that reason this method is the best. Some card writers take the illustration and ink it in, turning it into silhouette. They then clip it out and paste it on the card. This method is quicker, as the operation of tracing is eliminated, but it is not as neat as the others.

Keep Clipping Bureau.

All that the card writer has to do to turn out attractive work is to supply himself with suitable illustrations for all manner of cards. For that purpose, he should constitute himself a press-clipping bureau. Watch trade papers, magazines and newspapers and clip everything that might come in handy some time. Clip illustrations of guns, sporting scenes, targets, automobiles, aeroplanes, figures of all descriptions and sizes, horses, and so on. File them away in envelopes and have them so classified that it is possible to get the desired illustration at a momont's notice. Thus, have one envelope devoted to "transportation," another to "sports," and so on.

Advertiser Can Use Material.

To digress, it may be mentioned that a clipping bureau of this kind would be of inestimable value to the advertising man. A few dollars spent in zinc cuts will go a long way toward making the advertising of a firm doubly attractive. When twenty dollars, say, is being paid for space, why not add a couple of dollars to the outlay when doing so would possibly double the results? Most advertising men admit the value of illustrations, even those of a purely pictorial nature, and are generally willing to use them.

The reason why they don't is that they have not suitable illustrations when the time comes. "A cut of a hunter with a dog, placed in the upper right hand corner, would just round this ad. off" reflects the ad. man as he looks at the copy he has prepared. But where could he get such a cut?

Right there is where the press-clipping bureau would solve the difficulty. If clippings were kept from magazines and trade papers, the ad. man would always have a splendid variety of illustrations from which to draw. He could get something to suit any ad. and could have the cut made the exact size required at a very small outlay.

One of the advantages of this system would be that the best of illustrations could be chosen. A stilted drawing, crudely executed, does not add one ounce to the "punch" of an advertisement. Where extensive clippings were kept, it would always be possible to get a drawing, finely executed, to suit the copy.

Gathering Information.

Now that the theme of a clipping bureau has been broached, some further advantages of the scheme might be noted. The card writer and the ad. man should not use the clipping bureau for illustrations only. It could be used for the collection of information relating to all manner of lines—information which could be used in preparing selling talks for advertisements and cards. Bear this in mind: The men who write the advertisements in magazines and trade papers are specialists in advertising and in the lines advertised. Before preparing copy of a certain line, they go right down to the roots of the proposition and get the important points. As it is presented, the ad. tells in the most effective way the vital truths about that line.

Such information should not be wasted. The press clipping bureau should be extended to contain copies of advertisements along hardware lines. They could be classified under more numerous headings than the illustrations; "builders' hardware," "paints," "stoves," " roofing," and so on.

See the beauties of the plan? Before writing an ad. on a certain article, the ad. man digs down into his clippings. He gets the benefit of the "digging" that experts had made into that proposition and, by adapting the information thus obtained to suit local needs, he is in a position to turn out copy close to 100 per cent. efficient.

With the card writer, the advantage is equally great. His success depends upon his ability to condense a proposition into about half a dozen worde and still tell what there is to tell. He will find clippings of advertisements invaluable to him in finding ideas and phrases for cards.

How They Were Done.

Now for a brief description of the cards shown.

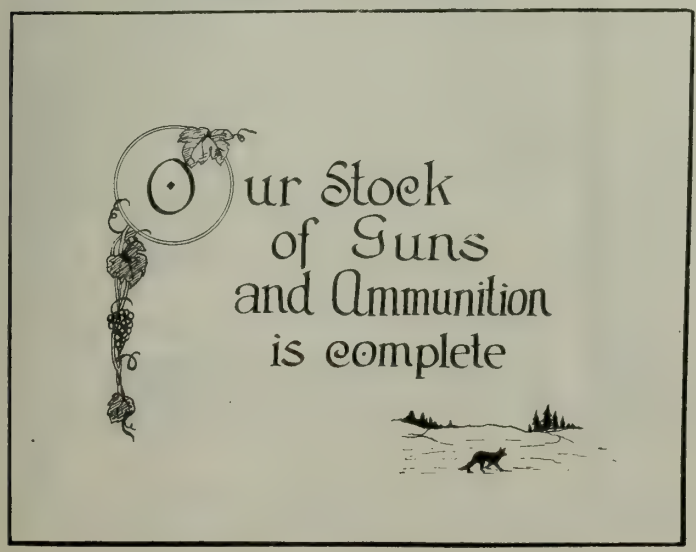
The turkeys on the roasting pan card were made from a clipping from a newspaper. They were clipped out and pasted on the card before the border lines were drawn. The lettering on this card was done with a Soennecken pen, No. 2.

The design on the gun and ammunition card was taken from an illustration in a newspaper. The sketch at the bottom was done free hand, however. The lettering was done with the same pen.

The silhouettes on the stove card were taken from a hardware catalogue, blackened in with pen and pasted on the card.

On the sporting goods card, the pen drawing is also from a newspaper cut, transferred to the show card with carbon paper and then inked in. The lettering was done with the Soennecken pen.

Hamilton, Ont.—Parkes Construction Co. of North Tonawanda, N. Y., will establish here a plant for the manufacture of sun parlors, green houses, conservatories and other light steel structures. The company has opened an office at 167½ East King Street with F. W. Parkes as manager. Ventilating and heating apparatus, iron and wood benches and cypress woodwork will also be manufactured.



Maintaining Uniform Style in Advertising

This is an Essential Point—One Series of Type Should be Used Throughout and Headings Should be Uniform —Some Examples—Uniformity Improved Appearance and Makes Ad. Doubly Effective.

Saturday Specials

at the Fawcett Hardware

Today we are selling four very useful and necessary articles. The prices are right, so are the goods.

Wheelbarrows $6
Concrete Wheelbarrows . $7
Step Ladders $1 a pr. and up
Extension Ladders $6 and up

The Fawcett Hardware
LIMITED
Kempthorne Block 2nd Avenue

A neat advertisement.

I DON'T know enough about printing to get my ads. right," is a complaint frequently heard. Merchants find that their lack of knowledge of typographical rules makes it difficult for them to turn out attractive copy. They write too much or too little and the result is a skimpy or overcrowded advertisement. They give instructions which are either impossible to follow out or, when followed out, look very bad from a typographical standpoint.

For the merchant who has a limited knowledge of the rules and the "don'ts" of printing, a safe rule to follow is to keep closely in touch with the publisher or with the man in charge of the ad. setting. When the copy is taken in, a discussion with the printer will lead to the straightening out of any difficulties which may arise. After a time, the ad. writer will become familiar enough with the typographical end to understand how to arrange his copy and how to get the best results.

The most common fault in retail advertisements is the failure to maintain a certain standard. In a majority of advertisements, it will be found that several different varieties of type have been used. Not only will divergent styles of type be shown side by side, but jumps from cap heading to upper and lower will be shown without any apparent cause. Thus the heading on one panel will be in caps and in the balancing panel an upper and lower heading will appear. The result is lack of uniformity and a ragged and unpleasing appearance.

The fault can be divided equally between the printer and the ad. writer. The printer should not do it in the first place and the ad. writer should not sanction it. He should insist on one face of type throughout and on the adoption of a uniform style.

Under most circumstances, it is better to use headings in upper and lower than in caps. A line in upper and lower is read much more readily than one in caps. For example, look at the lines in the Crowe-Elliott Co. advertisement, herewith reproduced, where all caps are used. They are hard to read and, if gazed at for any length of time, prove trying on the eye.

This idea of uniformity of style cannot be emphasized too strongly. Cast around and experiment, if necessary, until a style is found which seems to suit best. Then stick to it. What is equally important, see that the style is made to apply to every detail.. Some advertisements will be nicely balanced except for one corner where the matter is run in haphazard. That lapse from the general style of the whole ad. is discordant. It hurts the appearance and, therefore, the result-bringing force of the ad.

Uniformity should be observed in even the smallest details. Don't use a single line dash here and a double line there. Don't put words which it is desired to emphasize in black caps one place and in italics in anoth-

Preserving Kettles

Sizes 2 quarts to 40 quarts

Haying Tools of all kinds
Guaranteed Sythes

10 per cent discount on
SCREEN DOORS
WINDOW SCREENS
ICE CREAM FREEZERS
HAMMOCKS
REFRIGERATORS
COW EASE

Our Motto "Quality"

CROWE ELLIOTT COMPANY, LIMITED
THE HARDWARE FIRM. Bridgetown, N. S.

Garden Tools and Fencing

Garden Rakes, Garden Hoes, Spades, Shovels, Forks, Lawn Mowers, Sprinkling Cans, Poultry Netting, Page Wire Barb Wire, Etc.

FOR THE HOT WEATHER

Gasoline Smoothing Irons, thes irons are sold on trial and with a guarantee.
Oil Stoves, Gasoline Stoves, and Ovens
Window Netting, Screen Doors, Screen Windows

Eavetroughing and Water Tanks a Speciality
Estimates furnished free on application.

Harness Department

Double and Single Harness in stock to meet all tastes Plush Knee Rugs, Wool Rugs, Lined Rubber Rugs, Dusters, Suit Cases, Club Bags, Telescopes and Trunks, a fine assortment, come in and see them

Agent fo De Laval Separators.

Headquarters for Builders Supplies.

J. B. STALLWOOD,
HARDWARE.
Issuer of Marriage Licenses.

er. Don't put one cut in a panel and another without.

These are but a few of the details where uniformity should be maintained.

The advertisement of the Fawcett Hardware, Limited, is produced as a sample ad. where almost complete uniformity in style is shown. As it was small, however, it does not serve to illustrate more than a few points.

Lack of uniformity is shown in that of Crowe-Elliott Company, Limited. The type breaks from upper and lower to caps and two series are used. As as a result the ad. is not as easy to read as it should be. If the matter had been set in small type, with a margin on each side, the effect would have been doubly good.

The advertisement of J. B. Stallwood shows a greater degree of irregularity in size and style of type. The heavy rules used between each announcement serve to break up the ad. more than is advisable.

STEEL COMBINATION RUMORS.

The Wall Street Journal says:

"Prominent interests in the steel trade say there is nothing new in the Wall Street gossip to the effect that a combination of large independent steel concerns is under way. The rumors probably found their origin in negotiations for the sale of Pennsylvania R.R. Company's Cambria and Pennsylvania Steel stock to western interests. A short time ago the question of merging the Bethlehem Steel Corporation, Cambria Steel Company, Pennsylvania Steel Company and Maryland Steel Company due to forced sale of Steel securities held by the Pennsylvania Railroad, was up for consideration, but nothing tangible resulted. A large interest of the Cambria Steel Company said that he would like to sell a controlling interest to the United States Steel Corporation, but such a move would be opposed by the Government.

"Canadian interests early in the year endeavored to interest certain financiers in an independent steel combination, but the matter was dropped."

Eliminate dust distributing methods.

Dust Without Dust!

Cut of Dust Cloth

30c.

Cut of Dust Mop

$1.00

Brush Duster

60c.

Many forms of our most feared diseases are traced direct to the perils of dust. No home can afford to employ dust-distributing cleaning methods. When dusting floors, woodwork, furniture, mouldings, desks, stairs, bannisters, etc.; the dust should be absorbed. This can be accomplished by using our dustless dusters. These dusters are chemically treated and will absorb and disinfect the dust particles. They are not greasy and will not smear or mark furniture or floors. They can be washed out with soap and water and still retain their absorbent qualities. They reduce labor and absorb the dust instead of raising it and distributing it to some other part of the house. Call at our store and let us demonstrate them.

They are made in various shapes and sizes, at prices ranging from

25c. to $3.00

Quality and Service

Jones & Jackson

PHONE MAIN 100

The Hardware Men

Suggestion for seasonable ad.

Biographical

Mainly About the Men Who Call on the Hardware Trade in Canada

A Traveller in the Scotch District

LESLIE ALLEN, commonly known amongst the Scotch of Glengary and surrounding counties as "Allenses," has always been recognized as one who firmly upholds the honor of Starke-Seybold, Ltd. In the early days of his life on the road he was pitted in business strife against the traveller of an opposing hardware house. Meeting in a small town one night where there was little to do but sit and talk, and for variation talk and sit, this traveller commenced to belittle the house which Allen represented. His chief pleasure was in announcing to the company that such rivalry as Allen's could be entirely disregarded by him, as his firm was continually "putting one over" on all other houses.

Allen's wrath rapidly kindled. Hardware was his longest and strongest. He made a wager that not only would he sell $25,000 more than his opponent in that year, but that he would still be travelling when his friend was off the road. As the story goes, his "opposition" got "let out" the following year, and as to the $25,000, the boys claim that there was too much Scotch in Allenses to let that go either.

Lately "Allenses" has developed the bugology of motor boating. Fishing used to satisfy him, but that has long since become too slow. In summer, when Friday night comes, he swings off the train at Beaudette, and when he hears the hum of his engine at his feet, the other cottagers rapidly clear the course, giving him a free sea, for he's travelling at 90 miles an hour.

When the boat goes out of order, Allenses' symptoms immediately become worse. He is not satisfied with turning over the engine all day, but goes at it again at night. Truly, he "has it bad."

Hockey is his chief amusement in winter. For a number of years he has been on the board of officers of the Starke-Seybold team, and is always on hand to have a game with the boys.

As to languages, "Allenses" has a strange mixture. Born at Vandreuil, from his boyhood he learned to speak French and English alike, but on setting out on the road he also started in on the Gaelic. He claims that the first time he ever struck McCrimmon's Corners he had to stay over night and sleep in the house of the merchant at that place.

Loyalty to his firm is one of his strongest characteristics.

This was the first time he had ever heard Gaelic, and for two hours he sat laughing at his hosts and the cronies who had gathered round the fireside. "But," he says, "once you get in with the Scotch there's no falling out. You can always size up a Scot," he continues, "by the shake of his hand. If he gives you a good strong grip you know you're all right, but if only limp, you might as well turn around and walk out, for you won't sell him that day."

For fifteen years "Allenses" has covered Glengary, Stormont, Dundas and Argentuil for the firm now known as Starke, Seybold, Ltd. For six years previous to that he was also with the same firm, starting in at the age of 15 as message boy, and working up by degrees until at 21 he was sent out on the road.

To-day he is recognized as one of the best salesmen on the staff, and as one who can be depended upon to fight for his firm's name, his firm's goods, his firm's business and everything connected with the honor which he has helped to establish.

THE SUPPLY OF ZINC PIGMENTS.

In regard to the possible restriction in the use of white lead pigments, they have not been without their effect in creating an enormously increased consumption for zinc pigments, and the thought occurs to the color Trade' Journal: Will the available supply of such materials be sufficient to cope with the increasing demand? Undoubtedly, in the first instance, there may be some stringency in available supplies, chiefly for the reason that the paint manufacturing and paint-using public have been slow to realize the possibility of zinc pigments, and, consequently, the manufacturers of the latter products may require a little time before their resources in regard to manufacturing facilities are sufficiently extended. But when one looks round and tries to estimate the available world-supply of zinc minerals capable of yielding the metal in a form in which it can be practically converted into white pigment, one is confronted with the fact that the distribution of such minerals is enormous, and will in all probability provide all the necessary raw materials, even when zinc pigments are more widely used than they will be in the next few years.

Hardwareman Wins Prize.

Zurich, Ont.—J. Preeter, hardware merchant, was awarded first prize for the best hardware exhibit at the fall fair held here recently.

Buying on System

How a much bothered hardwareman saved time and improved his stand with the travelling fraternity by following the advice of one of them.

SIMONDS involuntarily took a step backward, nearly tripping over the sample case that he carried. Then, smiling at his own alarm, he dropped the case on the floor and plunged his hands into his pockets in a defiant attitude.

"You don't mean all that, do you?" he asked.

Tom Carling, the leading hardware merchant of H——, continued to scowl belligerently at the traveller.

"I'll take back what I said about your own personal character," he conceded. "Perhaps in the heat of the moment, I laid it on too strong. You'd take advantage of me if you could, I guess, but even at that, robber is a strong word. But I meant every word, every syllable, of what I said about travelers in general."

"Pests was the mildest word you used," said Simonds, in a tone of protest.

"I apologize for 'pests.'" said Carling. "A weak, lady-like word is pests. I used it only because my vocabulary is not as extensive as it might be and just at the moment I couldn't think of anything better. Good night."

"I don't wish to give you further reason to bewail the paucity of your lingual stock in trade," said Simonds, "but I must ask one question. Why this kind and demonstrative reception?"

"I'll tell you," declared Carling, spurred to renewed heat by a recollection of his troubles. "You're just the sixteenth traveler to come in here today. I have practically all my day's work still to do, and it's 4.30 now. When I had finally managed to shove number 15 out of the door, I swore that if any more travelers came in, I'd knock them down. You come. And I came pretty near carrying out my threat. Goodnight."

"I'm staying in town overnight," said Simonds. "I'll drop in and see you in the morning."

"My delivery man is six foot five, and can lick any white hope with one hand tied behind his back. I'll keep him around to-morrow morning with instructions to bounce you out."

"I'll be around," said Simonds.

And so he was. He bobbed in at 9.15 and he had his sample case with him. Carling greeted him with a half smile.

"You're number one to-day," he said. "Those who come after you had better carry plenty of accident insurance."

"In the first place," said Simonds, helping himself to a stool, "I want to express my regret for having bothered you last night. I've been thinking it over and I realize that you must have been seriously hampered in your work by the necessity of listening to travelers. At the same time, you have been throwing away splendid business chances lately through not treating the traveling men right."

"How's that?" asked Carling.

"You have antagonized them," went on Simonds, frankly. "I may as well tell you that you are getting a reputation among them as a regular grouch. I know different, but just the same this sort of thing is making the boys sore and most of them hate to call on you now. The traveler is one of the best friends the merchant can have. He can give the retailer advance information about things. Can offer him good things once in awhile, and can do him lots of favors. You've been chasing everything in the favor line to your competitors by showing animosity toward traveling men.

"As I said before, your time is valuable, but you can't afford to get on the outs with the travelers just the same. Now I think I can find a way out of the difficulty with advantage to all of us."

"What you need is a set time for seeing all traveling men," he continued. "Give over, say, an hour or even two hours each day and arrange the work so that you will have nothing else to do during that space of time. Divide up the time between the men who call and give each one a hearing. Then you will be justified in refusing to see them at any other time during the day. After a while the boys will become familiar with your hours, and will always get around at that time."

* * *

Carling adopted the plan ultimately. He set aside from 10 to 12 o'clock for traveling men, and between those hours he was always ready to listen to what they had to say. Some days, he had few calls but, as he had a big business and handled a large variety of lines, the time was often fully taken up.

The idea was accepted with great favor by the members of the travelling fraternity. Formerly they had approached Tom Carling with about as much alacrity as they would a cross dog tethered by an uncertain chain. He had been known as the hardest man to sell to in that district. Under the new system each travelling man was sure of a hearing, and that was something they could not be sure of before.

Carling found that he was able to get his other work done without difficulty under the new system. Getting to the office at 8.30, he had an hour and a half to attend to correspondence and details of store management. The whole afternoon was left to him for general supervision of the store and staff. He lost his irritability and became good-natured in his dealings with the travelling men. As a result he found the salesmen more prone to help him in keeping his stock up to the minute. They went out of their way to make suggestions and to assist him in the marketing of the goods.

As time went on Carling developed the system still further. He put in a "want book," in which members of the staff entered up information about lines which needed replenishing. A minimum was set in each line. When a salesman had occasion to make a sale which reduced the stock in that particular article to the minimum, it was his duty to make a memo to that effect in the "want book." To make sure that this was done, Carling adopted a system of having each sales slip numbered. Every sale was entered in a stock book, together with the number of the salesman. Whenever it was found that any line had got below the minimum, it was possible to trace back the last sale. The clerk who had made the sale which

brought the stock below the minimum without recording the fact was brought up "on the carpet."

At 9.45 each morning the head clerk took the want book in to the proprietor. For fifteen minutes they discussed whatever matters had arisen in regard to the buying, and at 10 o'clock Carling was ready for the travellers.

Some of the salesmen got into the habit of calling Carling up on the 'phone about 10 o'clock.

"I would like to see you to-day. What time will it be?" they would ask.

"There are four ahead of you to-day," would be the answer. "Better get around about eleven."

It became a rule that travelling men had to "talk turkey" in the Carling store from the start. "You have twenty minutes," Carling would say as the salesman came in. "Another man will be here then, so get right down to cases."

The results from this system were soon felt.

A great advantage arose from the fact that the buying was handled on a business basis. The introduction of system raised the buying out of the realm of guess work. The store was kept well stocked up.

NEW PAPER WAREHOUSE.

Victoria Paper and Twine Co., Limited, have completed negotiations and commenced the erection of a solid stone and brick, heavily, mill constructed paper warehouse, which will be located on the south side of Wellington street, W., Toronto, immediately adjoining the Loretto Abbey property. The new warehouse will be four storeys, with a fifty foot frontage, and a depth of 210 feet. Each floor will have a net area of 10,000 square feet. The equipment and shipping facilities will be complete in every detail. The new building will be ready for occupation about Mar. 1, 1914.

GOLD REPORTED NEAR TELKWA.

Western papers report a new gold strike at Sibola Creek, a tributary of the Tahsta River, 100 miles south-east of Telkwa, B.C. No official news is yet available. Telkwa is on the line of the G.T.P., and a rush of men engaged in construction work is regarded as not unlikely.

The street paved with good intentions is slippery.

* * *

The liar has lots of competition.

* * *

Honesty once pawned is never redeemed.

Original Advertising for the Exhibition

Post cards are being printed for use by firms belonging to the association—Advertising matter for "Hardware week" at Ottawa shown on cards—Arrangements proceeding satisfactorily.

IF initiative counts for anything, the officers of the Canadian Hardware Manufacturers' Exhibitors' Association, Limited, will make next year's Exhibition at Ottawa the most successful event of the kind ever held. A number of original ideas, both as regards the advertising of the event and the arrangements therefor, have already been put into effect. Prominently might be mentioned the chartering of special hardware trains and the placing of an association stamp or crest on all business stationery and in the advertising of firms belonging to the association.

Secretary Tobin has now started another capital advertising scheme. Postcards are being printed for sale to members. On the side for the address is printed the heading: "Canadian Hardware Manufacturers' Exhibitors. F. M. Tobin, secretary-treasurer, Woodstock, Ont." On the reverse side is a picture of the "Hardwaremen's Special to Ottawa, February 16th, 1914," steaming into Ottawa; views of the Parliament Buildings, and the Chateau Laurier in the distance. As shown in the illustration, space is left for printing.

Four forms of cards are being printed. They read as follows:

A.—"Your order of —— is received and will have immediate attention. Will advise you if we cannot ship promptly. Thanking you, we remain."

B.—"Our Mr. —— will call on you about ——. Any orders you may favor him with for our goods will be appreciated."

C.—"We invite you to visit us at Booth —— at the Ottawa Exhibition, February 16th to 21st, 1914. Make our booth your headquarters when at the Convention."

D.—The fourth class are blank, and can be used for any form of communication.

The idea is that firms belonging to the association can buy these postcards and send them out to customers. In this way the Exhibition will get a great deal of effective publicity.

Secretary Tobin has contracted for 100,000 of these cards. They will be supplied at $2.25 per 1,000, delivered express paid, with the firm name printed for signature.

The idea has met with a good response from the manufacturers, and the cards will doubtless soon be in general circulation.

Good Progress Made.

The officers of the C. H. M. E. A. report that everything is proceeding satisfactorily. As far as it is possible to do so at this early stage, they predict a large attendance. It is becoming evident that the selection of Ottawa will bring a large delegation of hardwaremen from Quebec and the East. From the interest being shown, it seems safe to state that the attendance from Ontario will be larger than ever.

The bulk of the visitors will go on the Hardware Specials. All who intend to go should put in their applications at once in order to secure the advantage of the cheap rates.

The Work of the Association.

The officers of the Ontario Retail Hardware and Stove Dealers' Association report that work is proceeding satisfactorily. The attendance at the Ottawa Convention promises to be large.

Life's Everyday Illusions and Realities

Only the man who travels far to reach the treasures of life ever finds them—**for treasures are not treasures** within themselves. Fresh air, the blue sky, the stars at night, the green trees and mountain peaks clustered back against the sky are seldom appreciated where they are easily accessible; but are loved by the traveler who finds it hard to reach them.

Things have no value where they are too plentiful. People living out in the hills surrounded by green grass, sunshine and green trees are no healthier than people who live in the city. In fact the percentage of sickness and the percentage of operations for organic troubles are supposed to be even greater.

In the State of New York there are six thousand patent medicine concerns and these "fakirs" find the country districts their most productive soil—this too in the country where the water is pure, where the air is clean, where the mornings are glorious and where the sky at night is studded with stars—where nature offers every treasure and every advantage.

Children in small towns are no healthier, no happier, no prettier, no more highly developed either physically or mentally than those that live in the city. All this for the reason that we do not appreciate and understand the value of these things that are placed at our disposal without cost and without labor.

Young men and young women in college towns seldom complete the college course, accessible a few blocks away. Yet others who come from afar; who work on tram roads, dig in the mines, skid logs in the woods, work at dingy, dusty desks, and hoe in the fields—stand by their ambition until they have received their diploma.

The missionary who journeys into a far country, who has opportunity to study the religion, the mythology, the history, the temperament, the morals, the philosophy, the ideals of the people in this **strange land,** seldom acquires an education; seldom learns in ten years what an unprejudiced traveler or historian would learn in ten days. The trouble is they go to teach instead of to study; they go to tell someone else how; and not for the purpose of adding to the sum and total of their knowledge of life and the world.

When we get too close to a thing we no longer see it; and when we get too much of a thing we are sick; and when things come without work, without an exchange of values, we acquire the "big head," or get the gout or the "hook-worm of too much prosperity." The millionaire who is sick, constantly pursued by a retinue of grafting specialists is more miserable and unhappier far than the healthy, vigorous ditch digger.

We fight and struggle and strive and quarrel and wrangle over money and wealth and fame and honor, and in attaining these things lose our health; and so, the man who knows the secret of keeping his mind and body in a healthy condition, is a happier and wiser man than the individual who knows how to make money, but places his health in the care of a hospital.

People who live in one locality, whose ancestors have lived in one locality as far back as memory runs, do not even learn the language of their neighbors a mile away who happen to speak a different tongue. We send our children to Berlin, to Vienna, to the schools of Paris—to learn a language they do not require; a language that will soon be forgotten; yet in a life time we find perhaps three or four men and women who really understand and know even fairly well the richness and the beauty of the English language.

The natives of South America do not know the value of their Birds of Paradise; the value of their rubber trees; so a business man comes down from the North to market these things in order that they may be useful. Fur seals in the Pribyloff Islands have no value, but on Fifth Avenue, New York, one of these furs may sell for a thousand dollars.

We must supply the golden thread of our own happiness and the tourist who goes to Bagdad and Singapore in order to send postal cards to his friends in Elkhart and Kankakee is no happier and no better informed than the man who sits at home reading a copy of Maeterlinck's "Wisdom and Destiny."

Efficiency

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SPIC AND SPAN WILL

Get Them All Coming Your Way

There is a tremendous opportunity for greater business on Home Finishes. Ten sales can be made to every one that is made now, and with the help of our new Sales Service, your share of this additional business is assured.

Concentration beats scatteration, and the grouping of our Household Specialties under the general title of "Spic and Span" Finishes will result in more and better advertising for every Martin-Senour Dealer-Agent.

People paint inside the house especially because they want things to look "Spic and Span." This fitting name, therefore, suggests and influences the use of more Home Finishes, and there's a "Spic and Span" Finish for every purpose — a satisfactory Paint Varnish, Stain or Enamel to finish or renew everything throughout the Home.

Back of "Spic and Span" Finishes is a powerful selling force (at **your** service), persistently working for every Martin-Senour Dealer-Agent. Our plans for the future cover this Sales' Service Problem in a most unique, and more complete manner than has ever before been attempted, making the Martin-Senour Full Line (100% Pure Paint, Superfine Varnish, and "Spic and Span" Finishes) the most interesting of all Dealer Propositions.

May "Spic and Span" boost business for you—when?

MARTIN-SENOUR

Montreal **Chicago** **Winnipeg**

BOOST YOUR BUSINESS

Secure More Women's Trade For The Profitable "Little Things"

The housewife is the purchasing agent for the home, and with good goods backed by effective, educational advertising, she can be made the best customer of your Paint Department.

The more you think about this, and the more you analyze the whole paint business, the more firmly will you become convinced, and decided, that the most frequent, and most profitable sellers in the paint line are the Household Specialties.

Every home in your locality has dozens and dozens of possible uses; in fact, a constant need, for such lines as Varnish Stains, Ornamental Paints, Household Varnish, Decorative Enamel, Stove-Pipe, Screen, Gold, Aluminum and Bath-Tub Enamel, Floor Finishes and Furniture Polish.

Let "Spic and Span" get this profitable business for you. They'll not complain about the work, weather or wages, nor quit work to go to a ball game—but just keep everlastingly on the Job—Selling and Satisfying.

Their Best Service is yours—for the asking.

COMPANY, Limited

Halifax **Toronto** **Lincoln**

What Other Hardwaremen Do

Owen Sound Firm Get Good Results From Exhibits—Arnprior Merchant Makes a Specialty of Selling to Campers—Sending Out Price Lists Proves a Good Scheme—Various Demonstrations.

EXHIBITED AT SHOW.

A "Style Show Day" was held at Owen Sound, Ont., on Thursday, Sept. 25. Merchants in all lines of trade lent their support to the event.

Several of the hardware firms made creditable exhibits of stoves and hardware. These exhibits attracted a great deal of attention.

Some of the hardwaremen exhibiting reported the securing of a lot of good prospects as well as the making of a satisfactory number of actual sales.

HARDWAREMAN USES MILEPOSTS

The hardware firm of J. W. Fleming & Son, of Blenheim, Ont., are using mileposts as a means of appealing to the country trade. The mile-posts are set along all the leading roads in the vicinity of Blenheim. The posts used are several feet in height, and the signs are of metal, the lettering being black on a yellow background. In addition to the legend stating the number of miles to Fleming's hardware, Blenheim, a second sign is used to advertise the brand of paint handled by the Fleming store.

The metal signs give promise of proving much more serviceable as well as much more attractive than the wooden signs formerly in use for this purpose, and the mile-posts are read much more carefully than most of the advertising signs tacked up along country roads.

IT'S ADVERTISING THAT PAYS.

"The characteristic of 'Something for nothing. Take it. Don't give it away. Sell it,' is strong in all classes of people," state Griffin & Brennan, hardware merchants, Arnprior, Ont. "From time to time we have tried to advertise our store generally, and stove department in particular, by various schemes. Recently we adopted the plan of giving out all binder twine at cost during the harvest season, thinking that as our trade is largely with the farmers, this would give us a good stand-in, and cause our store to be remembered after crops were marketed. We chose binder twine particularly because it is something in which farmers are particularly interested, and the price of which they are continually discussing. In many cases it helped us out, and was a profitable investment, but in others again we had to wait a long time for our money, and were even forced to sue in one or two cases. No doubt the proposition had advertising value, but we have now come to the conclusion that it is just as well to allow the usual amount for profit in the first place, and spend our money on advertising along other lines."

SELLING TO CAMPERS.

That business is gained by keeping closely in touch with customers is demonstrated in the store of J. S. Moir, Arnprior, Ont. Mr. Moir has a summer cottage at a summer resort a few miles up the river, and goes to and from business every day by launch. In the evenings he is amongst the campers themselves, and as he mixes with them in their sports, gets pretty well acquainted with their requirements. "Almost every night during the season," he states, "I take up a load of stuff—fishing tackle, curtain rods, hammocks, screen doors, roofing, etc.—and frequently I have gone up with as much as a $50 load. As it is largely a matter of convenience with these customers, in that they are saved a trip to town, most of them come over to my cottage and leave their orders. At the same time if I weren't willing to go to the extra trouble and mix freely amongst these people I wouldn't get a quarter of the business."

By keeping in touch with his customers, too, Mr. Moir states that he has sold more oil stoves this year than during any previous season. In the first place, he stocked up heavier, and then did a little extra hustling to get rid of them. The out-of-town trade in this line also, he states, amounted to no small figure.

FALL FAIR HARDWARE EXHIBITS.

Chatham, Ont. — Two Chatham hardwaremen made good use of the opportunity afforded by the Peninsula Exhibition held here Sept. 23-25 to introduce their goods to the people of Chatham and the adjoining district.

J. C. Wanless' hardware store took one entire side in one of the wings in the main building, the display featuring ranges and heaters, very attractively arranged. A wide range of light and heavy hardware articles for the home were also shown. Representatives of paint firms were also there and gave demonstrations of their products. Ed. Wanless had personal charge of the exhibit a great part of the time. Literature regarding the various products shown was distributed.

The Willard Hardware Co. showed stoves, ranges, heaters, washing machines and other household accessories, literature being distributed. The Willard firm also used their regular newspaper space to call attention to the exhibit, in the following pointed style:

At the Fair—See
WILLARD'S WARE.

A splendid and specially selected display of hardware and household needs.

A showing of stoves, cooking ranges and heaters that gives some idea of the big stock we keep.

An exhibition of labor saving devices that are time savers and money savers, too.

See Willard's Stand at
CHATHAM FAIR.

A novel advertising venture was the display of plumbing by C. R. Bowers,

who in his section exhibited a model bathroom, with complete bath, sink and lavatory equipment. The bathroom occupied a portion of the space secured by Mr. Bowers, the remainder being given to a display of household plumbing, pumps, etc. Neatly painted streamers were used to good advantage in connection with the display. Mr. Bowers had personal charge of the display, and gave any needful information and quotations to people interested in his line of trade.

SEND OUT PRICE LISTS.

Circularizing price lists throughout the cream of their trade is a plan recently adopted by Devine & Legree, Renfrew, Ont. These price lists they strike off on the typewriter, 100 at a time, and send only to those of their customers from whom they are most likely to get results.

One of the chief reasons for following such a plan is, they claim, to keep up-to-date on frequently changing markets. In their paint department much of their business is done with the painters, men who will buy oils, white lead, dry colors, etc., in a wholesale way. Thus to keep continually in touch with these men, and to keep up to date on these and other lines, this special circularizing has been adopted.

General circulars they send to their complete mailing list.

ENAMEL PAIL FREE.

M. M. Smith & Co., hardware, Duncan, B.C., are running an enamelware sale and in a recent advertisement, they offered free to the first 75 women actively engaged in housekeeping, who presented a copy of the ad. at the store, a 4-quart enamel pail.

DEMONSTRATION IN STORE.

E. Miller, hardware merchant, Aylmer, Ont., conducted a paint demonstration last week for the purpose of interesting customers in the subject of fall painting. Finishes for inside use were principally featured and samples and color cards were distributed to those interested.

GIVING POLISH FREE.

The Fawcett Hardware, Limited, Saskatoon, are offering free with every $2 cash purchase, a 25-cent bottle of furniture polish. The firm want all their customers to try the polish and are taking this method of allowing customers to obtain a bottle free. No doubt a large number of customers will take advantage of the free offer.

MAKING AN AUTOMOBILE PAY DIVIDENDS.

Not every hardware merchant is fortunate enough to own an automobile, but Mr. A. Wall, hardware and automobile dealer, Nebo, Illinois, happens to own one and he recently hit upon a scheme whereby he utilized his car and made it pay dividends by considerably augmenting sales. Early in the summer he had printed a large number of attractive posters which informed the citizens of Nebo that a glorious free auto sightseeing tour would be provided in a big luxurious five-passenger car, extending from Nebo way across the State of Missouri to Kansas City and return, with all necessary expense paid, to the four lucky ticket holders which would be drawn on August 16th. With every dollar's worth of goods bought for cash at A. Wall's store the purchaser was given two tickets. The purchaser kept one and the other was retained in a sealed box until drawing day, the only stipulation being that no tickets were given on automobile purchases. The scheme proved to be a business building one at very little cost.—American Artisan.

Business Changes.

Montreal, Que.—Outremont Tile & Ornamental Marble Works dissolved, Frank Monahan continuing under same style.

Chatham, Ont.—The Chatham Manufacturing Co., has been organized and the following officers elected: President, W. H. Westman, Chatham; Vice-Pres., H. W. Brown, Lansing, Mich.; Secy.-Treas. and General Manager, A. D. Westman. The company has taken over the business of the Chatham Malleable and Steel Mfg. Co. and will build a large addition to the local plant in the near future.

Seasonable Suggestions for Ads.

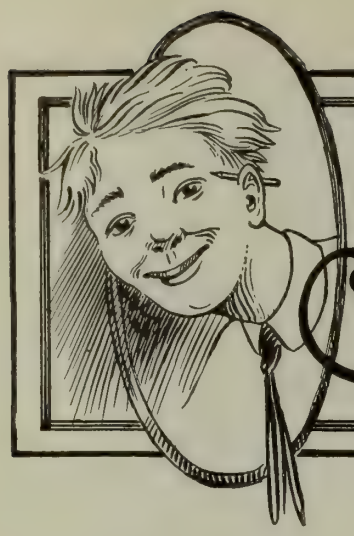
Keep pounding away at the fall painting idea. How would this do for a heading: "Protect your home from winter's wear and tear."

Weather strip is becoming recognized more all the time as a valuable part of the equipment of the home during the cold weather. To feature it strongly is a duty devolving on the retail hardwareman at the present time. A cut of weather strip with the heading "Prevents drafts," would bring the point out strongly.

A neat three-column advertisement of builder's hardware was seen recently. At the left side was a large half-tone cut of a lock set. The reading matter beside the cut was set 20 ems. Beneath the cut it ran 30 ems. This left a good margin all around the ad. The reading matter consisted of a description of the lines carried, a forceful talk on the wisdom of buying quality goods being introduced.

"I try to think out what thought would be in a person's mind when looking for a stove ad.," explained a hardwareman the other day. "Then I try to interest them on that point." A recent stove advertisement of this dealer began with the heading: "You want a good stove.' Beneath in the same sized type, were the words: "Here it is." Others headings used by this merchant included the following: "It will stand the test of time;" "Coal is costing more—use less of it."

The "call of the wild" is heard by all sporting enthusiasts at the present time. Every man who has the time and money will be packing up soon and making tracks for hunting fields. This means plenty of business for the hardwareman . Get a large share of it by advertising huntsmen's supplies. An effective method is to use two cuts, one of a hunter with rifle raised and one of a bird flying. By placing the hunter at one side and the bird at the other side of the space in line with the rifle, reading matter between, an attractive layout is secured. Some headings used by hardwaremen are as follows: "Hits the mark every time;" "A perfect equipment for a hunter here;" "Pointers for nimrods.



THE JUNIOR CLERK'S PAGE

ARE THEY POSTED?

Written for Hardware and Metal by Edward Dreier, The Curtis Co., Windsor.

Is there any question that a prospective customer might ask about any article you carry that you can't answer?

How about your clerks—can they answer the questions—do they know their lines?

The other day I was in a hardware store and watched a young man try to sell a stove to a customer. He talked a long long line of common every day stove talk. I could give as good a talk myself.

But this fellow was very pleasant and had 'a way with him.' He impressed this woman as being rather a decent sort of a chap. She liked the stove — from the outside. She was going to buy it—I could to see that.

And the clerk told her that this particular stove was one of the best 'bakers' on the market. That impressed the woman a lot more, but she wanted to know why.

The clerk didn't know why. He just had that much knowledge, and no more. I believe he said that it was on account of the way the stove was built. That touched my sense of humor, and I had to walk away to laugh. The stove was not sold that day.

If that clerk had known that the oven was built so that heat entirely surrounded it, and that the oven was built so that the heat was the same at all points, he could have sold that stove.

To sell any line of goods a clerk should know everything about what he is trying to sell. He should study catalogues of not only his own line, but all the rival lines, so that he would be able to answer any question that might be brought up. He ought to know stoves from legs to smoke flue.

Get the travellers to teach your clerks all about their lines. Have the clerks read literature on every line you carry —do that and watch your sales go soaring.

HIS OWN ESTIMATE.

A hardware merchant recently received a carload of cement that had to be unloaded in a great hurry, and as help was exceedingly scarce, he asked Cy. Wassen, who was accounted the town fool, if he could help him out.

"What'll ye pay?" asked Cy.

"I'll pay you what you're worth," answered the hardwareman. Cy scratched his head a minute, then announced decisively: "I'll be durned if I'll work fer that."

HIS BUSY DAY.

In a quiet little country town, so quiet that the silence hurt, a commercial traveller entered the general store. Going through to the parlor at the back he came upon the proprietor and a friend engaged in a game of draughts.

"Here, Mr. Slocum," he said, in an energetic whisper, "there's two customers in the shop."

Slocum never took his eyes from the board. He merely nodded his head and whispered in reply:

"That's all right. Keep quiet, and they'll go away again."

A LITTLE DIFFERENT.

"I got my start in life through picking up a pin on the street. I had been refused employment by a banker, and on my way out I saw a pin, and——" "Oh ,thunder! What a chestnut! I've heard of that boy so often. The banker was impressed by your carefulness, and called you back and made you head of the firm." "No. I saw the pin and picked it up, and sold it for five hundred dollars. It was a diamond pin."

A MILD PROTEST.

One of a party left his corner seat in an already crowded railway car to go in search of something to eat, leaving a rug to reserve his place. Returning, he found that, in spite of the rug and the protests of his fellow passengers, the seat had been usurped by a well-dressed woman. With flashing eyes she turned upon him:

"Do you know, sir, that I am one of the directors' wives?"

"Madam," he replied, "were you the director's only wife I should still protest."

REMARKS OF THE JUNIOR CLERK.

Do not be one of the majority who expect more off a friend than they are willing to give.

* * *

Nothing is so boring as listening to a man talking about his ailments when you want to talk about your own.

* * *

A fit of anger is as dangerous to dignity as a dose of arsenic is to life. Don't lose your temper.

* * *

Knocking as a profession is badly overcrowded.

* * *

It's easy to induce luck to come your way—if it is hard luck.

* * *

Don't worry about to-morrow. Wait till it comes and then worry about yesterday.

* * *

Whether it is luck or pluck depends largely upon who is telling it.

* * *

Being agreeable is easier than argument, besides paying better.

* * *

Good merchandise is frequently cheapened by the careless way the clerk handles it.

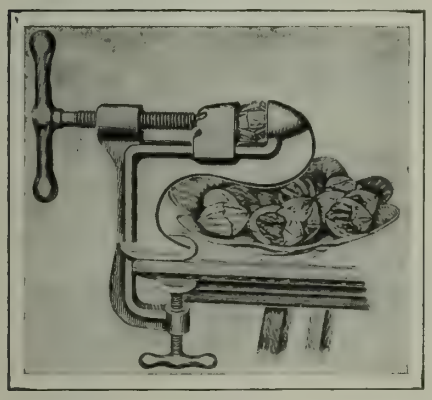
* * *

Money makes the man who makes the money.

New Hardware Goods

PERFECTION NUT CRACKER.

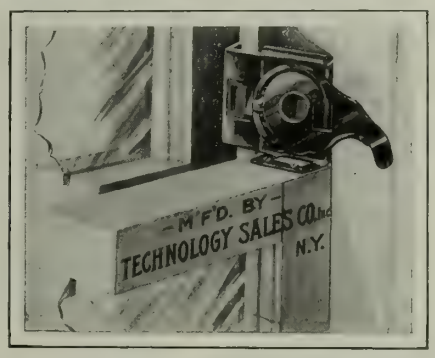
The Perfection pecan and nut cracker here illustrated is being offered to the hardware trade by the Perfection Nut Cracker Co., Waco, Texas. This is the firm's latest model, and is claimed to be made light and strong, of malleable iron, nickeled over, with a ball and socket arrangement on the end of screw that always holds the two pockets exactly in line. The nut cracker can be fastened to a desk, chair, table, or any convenient place. It is claimed that the cracker cracks pecans, English walnuts, Brazil nuts and similar nuts by cracking from their ends, so meats come out in perfect halves. The directions for using are as follows:—Place the nut in the fixed pocket with one hand, give sharp tap with finger of other hand on end of the handle bar, causing movable head to tighten quickly against the nut. As it begins to crack, give handle a



quick turn forward, and the shell bursts immediately at the centre, loosening the meats so as to be easily removed unbroken. It is claimed the screw action allows perfect work, as it can be stopped the moment the nut is properly cracked, and thus eliminate the danger of crushing too far. A bowl can be placed under the end of the cracker to receive the nuts after they are cracked.

VENTILATOR WINDOW LOCK.

The ventilator window lock here illustrated is being offered to the trade by the Technology Sales Co., Inc., New York, N.Y. The illustration shows the lock in place on a window sash. This lock, it is claimed, can be applied to windows up to almost double its width. If desired the lock can be screwed to the upper ridge of the lower window sash, using the holes in the ledge. The screws should be put down through the centre of these holes, with the heads projecting slightly. This allows the lock a slight play to and fro; pushing it in prevents the plate from catching in the runner. Throwing back the lever drives out the



slide, which firmly grips into the sash, absolutely preventing the upper window from being moved up or down, at the same time obstructing the lower window so that it cannot be raised. It is claimed that the lock will check the noisy rattling often encountered and fasten the window tight, any position open or closed. The ventilator lock is made of pressed steel in various finishes.

RICHARDS WILCOX WAGON JACKS

Richards Wilcox Canadian Co., London, Ont., are offering the trade the new No. 528 Richards-Wilcox all-steel wagon jack here illustrated. The jack, it is claimed, is all steel, has strong compound leverage, and is built for long service. The ram of the jack is double, and the lift is adjustable on the ram for a distance of ten inches. Lift grips both sides of ram at once and lifts perpendicularly. The large base gives a good

footing. The jack is made in two sizes, No. 528-1 capacity 1,000 lbs., and 528-2, capacity 2,000 lbs.

ENGLISH OVERSEAS TRADE.

The public has been so long accustomed to an unbroken succession of vast increases in our monthly Board of Trade returns of overseas trade that it is not surprising that the less satisfactory figures for August, of which an abstract appeared on pp. 60 and 61 of our issue of September 13, should have created a widespread impression that the reaction has begun in earnest. It is notoriously unwise to prophesy, but we incline to the opinion that there is no cause for anxiety as to the immediate future of British manufacturing industry, either as regards the home or overseas markets. But it would be unreasonable to expect the expansion of trade to go on indefinitely and without an occasional set-back, and there is a limit to the productive resources of the country. Moreover, a number of exceptional conditions prevailed last month, which account to some extent for the reduced volume of trade, but it is improbable that these adverse factors will remain in operation. The fact that the August of 1913 contained one working day less than August of last year is also responsible for some part of the fall in the value of our overseas trade as compared with August 1912. Still, last month's figures are greatly in excess of those of August 1911, which was the second best year of foreign trade on record. Comparing August 1913 with August 1912, there was a decline in imports of 7.28 per cent., but nevertheless the total value was three and a half millions better than that of August 1911, and the total imports for the first eight months of the present year are up in value as compared with the same period of last year, by 5.66 per cent. Our exports last month would have shown a somewhat heavy decline but for the delivery of warships built for foreign countries, the total value of this item being £2,367,100, so that there is an increase in the aggregate exports of £332,000. The metal trades have again done fairly well, a drop in some sections being nearly balanced by increases in others. Two satisfactory items are the departments of machinery and of motor cars, cycles, and parts thereof. The exports of machinery show an increase of £151,746 in value for August, and of no less than £3,260,720 for the eight months; while the exports of motor cars and cycles have increased in value nearly three-quarters of a million sterling on the month. The shipments of railway steel are also slightly higher, but there is a drop in hardware and cutlery of about £150,000.

Current News of the Hardware Trade

Among the Manufacturers.

W. D. Beath & Son, Ltd., are installing an overhead electric runway of one ton capacity with two one ton electric hoists in the radiator department of the Taylor Forbes Co., Guelph, Ont.

Gets the Contract.

Nelson, B.C.—To A. Doucette has been awarded the contract for the construction of a powder factory at New Denver for the Steelite Explosives Company of Nelson. Yesterday Mr. Doucette left for the Slocan lake city with a gang of men and a carload of materials to commence work. The building will be completed, it is expected, in about a month.

Meeting of Maritime Wholesalers.

St. John, N.B.—Members of the Maritime Wholesale Hardware Association returned to the city a few days ago after having attended meetings of that body in annual session in Halifax. The gathering was most representative and largely attended, twenty or more members being present from St. John, Moncton, Yarmouth, New Glasgow, and many others from Halifax. The visiting members were pleasantly entertained by their fellows in Halifax and enjoyed their stay greatly, while they found the business sessions decidedly profitable. J. F. Tilton, of W. H. Thorne & Co., St. John was elected president, and H. H. Dalton of A. M. Bell & Co., Halifax, vice-president, while a St. John man will be appointed secretary, the idea being to have St. John members as president and secretary in order to facilitate the association's business.

New Retail Firms.

Edmonton, Alta.—R. H. Palmer has started a hardware business.

Roche Percee, Sask.—C. Hagen is starting in the hardware business.

Kincaid, Sask.—Maxwell and Watt are starting a hardware business.

Calgary, Alta.—Harrison, White and Barker have commenced a wholesale paint business.

Business Changes.

Netherhill, Sask.—G. H. Ralph, hardware and harness, has sold out.

Hitchcock, Sask. — The hardware business of Geo. Roy has been taken back by P. Dupuis.

Gravelburg, Sask.—Cote and Busch are now the proprietors of the hardware business of Lamoureux & Cote.

Victoria, B.C.—The Pattison Sheet Metal Works have dissolved partnership, Mr. Pattison retiring from the business.

Melfort, Sask. — Dawson McEwan, Co., Limited, hardware and implements, have sold the implement end of their business.

Drinkwater, Sask.—It is reported that Johnston Bros. are selling their hardware business to W. W. Douglas of Briercrest.

Rainton, Sask.—The Rainton Hardware Co. have dissolved partnership. C. M. Steinman will continue the business under the old style.

Wadena, Sask.—It is reported that the American Hardware Co. are selling out and that the new owner will take possession November 1.

Caledonia, Ont.—Wm. Logan & Sons, of Barrie, are starting a machine and moulding shop in the Fedro Building, Caithness Street West.

Thamesford, Ont.—Leslie & Dundas, general merchants, have dissolved partnership, Mr. Leslie continuing the business. Mr. Dundas is removing to Toronto.

Obituary.

Sheffield, Ont.—Albert E. Bond, hardware and general merchant, died here last week, aged 55.

Industrial Items.

Windsor, Ont.—The Union Electric Products Co., capitalized at $40,000, will erect a factory here for the manufacture of electric cooking and heating devices.

Lethbridge, Alta. — The Richardson Scale Co. of Passaic, N.J., will erect a branch factory here for the manufacture of automatic machinery for heavy weighing.

Sarnia, Ont.—Sarnia ratepayers will on October 24 vote on a by-law to grant a fixed assessment of $25,000 to the Perfection Stove Co., which will manufacture oil and gas stoves.

Forest, Ont.—By a vote of 210 to 56 Forest ratepayers approved the granting of 10 years' tax exemption to the Forest Basket Co., which will enlarge its plant and employ 70 to 100 hands.

Personal Notes.

The friends of Wm. T. Fleming, Belleville, Ont., of the Brandram-Henderson travelling staff will be glad to know that he has recovered from his recent illness and has again taken up his duties on the road.

SHEFFIELD CUTLERS OPEN TORONTO OFFICE.

Geo. Butler & Co., Sheffield cutlery manufacturers, have installed a showroom at 70 Lombard Street, Toronto. G. A. Marshall has been connected with the firm as English representative for many years, but he is now located at the above address at Toronto, having a full line of samples, including Cavendish ware and keen razors, etc.

Mr. Marshall also represents other Sheffield firms in the steel, files, and tool trades.

GEO. D. DAVIS MARRIED.

George D. Davis, Associate Editor of Hardware and Metal, was married on Tuesday to Miss Della Ruth McLoud, at the home of the bride's parents, London. Mr. Davis was presented with a silver tea service by the staff of Hardware and Metal and Sanitary Engineer.

LETTER BOX.

Ammonia Machines.

Walter S. Fairweather, Sussex, N.B.—"Please give me the name and address of firm making ammonia machines for cold storage plants."

Canadian Ice Machine Co., Toronto; Linde Canadian Refrigeration Co., Toronto, Montreal; Linde British Refrigeration Co., Montreal; Canadian De la Vergne Co., Montreal.—Ed.

Hand Power Freight Elevators.

H. A. West, Annapolis Royal, N.S.—"If hand power freight elevators of 1,000 lbs. capacity are made in Canada, will you kindly give me the names of makers?"

Otis Fensom Elevator Co., Toronto; Turnbull Elevator Co., Toronto.—Ed.

Decoy Ducks.

Wells & Wells, Dresden, Ont.—"Please send us the names of makers of decoy ducks."

D. Pike & Co., King Street E., Toronto.—Ed.

Gasoline Sad Irons.

Devine & Legree, Renfrew, Ont.—"Will you kindly inform us what firm manufactures gasoline sad irons?"

Ideal Sad Iron Co., Cleveland, O.—Ed.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

Summing up reports on all lines from all sources, it becomes apparent that the volume of business is satisfactory. Except in stoves and heating lines, however, the volume is little better than normal. This, in view of financial conditions, is a showing which gives encouragement for the future.

Few price changes have occurred during the past week. Small changes have occurred in metals, tin decreasing one-half cent and copper increasing a like amount. Peaveys and canthooks have been increased in price.

MONTREAL.

Montreal, Oct. 1.—Business continues to hold up well for season. In view of the fact that little new building is as yet being started locally, some anxiety is being caused about the lack of large contracts, now that building at present under way is rapidly nearing completion. However, activity prevails in all fall and winter goods, so that for the immediate future there appears no cause for alarm. Jobbers are more optimistic than ever when business from all standpoints is considered, and see no reason why the howl of tight money should continue.

Copper.

Copper has been slightly lower during the week. New York dropped 10 cents on casting, but as this was again added on to-day, it would appear that the bottom had been reached. London closed to-day at £73, which shows a gain of 8s 6d on the week. While copper mines on Lake Michigan are in working order, there appears no immediate chance of settlement, so that firmness is expected to continue for some time yet.

Montreal holds firm at 17¾.

Lead.

Lead dropped to £19 12s 6d on the 29th, but has since advanced, and to-day closed firm at £20 12s 6d, practically the price of week ago. Jobbers now look for a firm market, and continue to hold their prices at unchanged levels.

Tin Drops 1 Cent.

Montreal jobbers dropped prices on tin 1 cent this week to 47 cents.

At primary sources tin has been going down steadily all week. On the 25th it reached the high mark of £192, but ever since that has been declining, and to-day closed at £187 15s, a decline of 15s since yesterday. To-day, however, the market showed a slight advance on opening prices, so that it is possible the bottom has been struck. Locally jobbers look for an improvement, and for that reason are still maintaining prices as much as possible.

Antimony Drops Half Cent.

A drop of half a cent was recorded here this week in the price of antimony, so that the figures now quoted are 9¾ to 10 cents per pound.

The decline, it is claimed, is due directly to the effects of the Wilson tariff. In the Old Country manufacturers have been putting down stock on account of more competition in New York. With the new tariff going into effect duty on antimony will be removed, and in anticipation of this dealers have heavy stocks held in bond in New York until such time as the gates are freely opened.

Iron.

Iron shows practically no change, closing to-day on London market at 54c 4d.

Spelter.

Greater firmness has ruled in spelter throughout the week. On the 29th prices ran up to £21, but fell off again slightly yesterday, and to-day closed at £28 17s 6d. This shows a decided increase over £20 7s 6d of week ago.

Fall Goods.

All fall goods are moving out particularly well. Demand is rapidly increasing for all lines such as weather strip, ash sifters, hockey sticks, pucks, etc., and for skates retailers are loudly clamoring for delivery. The cool weather of the past few days has assisted matters very greatly.

Cutlery, etc.

Now that October has been reached, demand for all lines of cutlery, case goods, and all plated ware suitable for bridal gifts is rapidly on the increase.

Stoves.

Comparing September of this year with September of 1912, one manufacturer figures that he shows an increase of at least $6,000 on stoves and furnaces. Already jobbers are renewing orders for supplies, and claim that were it not that things were still a little dull in the West they would be up against just as serious a shortage as that faced last year. Booming appears the good word in the stove business.

TORONTO.

Toronto, Oct. 2.—Opinions differ as to certain phases of the business situation, but on the whole it is pretty generally agreed that conditions have improved to a most appreciable extent. The volume of business being done in hardware lines compares favorably with the records of last year, and is larger, much larger, than was deemed possible by many some months ago.

A stove manufacturer informs Hardware and Metal that the past month was the largest in the history of his firm, even exceeding some of the monumental records of last fall. This is very encouraging and significant. But all do not give such favorable reports. A job-

APPROXIMATE QUOTATIONS ON SEASONABLE GOODS

	Per doz.
HOCKEY STICKS—	
Boy's, Painted Red	.85
Rock Elm	$1.50—$1.75
Men's, best quality rock elm, varnished	5.25— 6.00
Men's, Plain	4.00— 4.50
Second Growth Rock Elm	3.00— 3.50
Medium Quality Rock Elm	1.90— 2.25
Goal Keepers' Sticks	4.50— 5.00
Tape for Repairing Hockey Sticks, per lb.	.35
PUCKS—	
Regulation, per doz.	1.25
Juvenile, per doz.	1.00

An American view of the parcels post system.

ber reports that he is at present just holding his own. Several manufacturers frankly admit that they are not selling as much at present as they did this time last year. "And," says one, "we don't especially want to until money conditions improve."

Divergent reports are also received on the question of collections. One manufacturer reports that collections are good, and are getting better; and, in fact, that they have never been bad. In connection with the testimony of this manufacturer, it must be stated, however, that special efforts on collections were started during the winter when the first intimation of money tightness was seen, and have been carried on with characteristic vigor ever since. Other manufacturers less fortunate or, perhaps, less aggressive, complain that collections are still far from satisfactory, in so far as the West is concerned. It seems pretty generally agreed that there is no reason to seriously complain of conditions in Ontario.

Manufacturers in some cases feel strongly on the question of collections, and voice themselves quite as strongly as they feel. "To buy right nowadays you must pay right," is the statement of one.

No Price Changes.

During the past week there have been few changes in price. Metals have fluctuated. Tin has declined a little, and copper has advanced in direct proportion. Rumors of various changes are heard, but it does not seem likely that any material alterations in price schedules will take place for some time.

The Metal Situation.

Metal men do not speak with unreserved confidence. They seem to feel that a degree of uncertainty attaches to the future of the industry, and, while not at all inclined to speak or act on a pessimistic impulse, they show conservatism in their general attitude.

Pig Lead Holding Firm.

Firmness is the ruling characteristic in regard to pig lead. There seems a well authenticated feeling that an advance will be recorded before long. There is not an overdue supply of lead just at present, the scarcity being particularly marked in England. The unsettled state of affairs is also influencing the lead market to the point of a rise.

Tin is Down.

Tin has declined ½ cent during the week, and is now quoted around 43½ cents. The tin market has been very unsettled of late. Business on the primary markets has been dull of late, and this has been reflected in the price. A moderate has been felt locally.

Copper is Up.

Copper has gone up ½ cent. This is due to the demand largely which continues brisk. It is generally felt that the outlook in the copper market is good.

Pig iron remains unchanged, with a seasonably good demand.

Spelter is Dull.

Spelter is unchanged. The dullness on the local market is an accurate reflection of conditions elsewhere. The latest report from St. Louis says:—"Aside from its extreme weakness, there were absolutely no developments of interest in the local spelter market in the past week. Business was unusually dull, and there was a gradual decline in prices, in spite of the efforts of some of the smelters to cause an advance. The decline in the markets abroad, and the drop in the prices of zinc ore, gave additional weakness to the market, and caused a further decline."

A Steady Demand.

The demand in hardware lines has been steady. One wholesaler reports that his house experienced a slight decrease during the month, but others give more favorable reports.

It is agreed on all hands that the prospects for late fall and winter trade are of the best. Some complaints are heard on the score of collections.

Ropes and Twines.

Manila and sisal rope remain unchanged in price. Pure Manila is quoted at 16½c base; British Manila, 12½c base; African hemp, 12½c base; sisal, 11½c base; lath yarn, single, 10¾c lb.; lath yarn, double, 11¼c lb. The demand for rope is very fair for this season of the year. Reports from the South indicate that the market is steady. Receipts at Manila are small, but manufacturers appear to have sufficient stock on hand to meet present wants. Cotton is soaring high, and seine twine has advanced. If high prices continue it is not unlikely that other lines, includng cotton rope, etc., will be affected.

WINTER LINES MOVING.

The feature of the hardware market at present is the large demand for winter lines. Sleigh bells, blankets, skates, hockey sticks, weather strip, snow-shovels and similar lines are being ordered in large bulk.

Christmas goods are also moving in satisfactory volume.

Advance in Peavies.

The only price changes reported during the week in hardware lines were in peavies and canthooks.

Peavies have advanced $1.50 per dozen, and are now quoted at $15.00.

Canthooks have advanced 50 cents, and are now quoted at $12.50.

Good Demand for Electrical Goods.

Electric radiators are finding a ready sale this fall. They can be attached to an ordinary light socket, and are claimed to be sufficiently powerful to heat a good-sized room. Vacuum cleaners, electric irons, percolators, disc stoves and other appliances are also in good demand.

The Stove Market.

As stated before, the stove trade is now reaching its highest point. Manufacturers all report that the month of September was a splendid one. In one case, it is reported that the business done during the month was the largest on record.

This was to be expected in a sense, as business previous to September had not been as brisk as it usually is at that time. Dealers showed a tendency to hold off and wait for developments in regard to general business conditions. With the arrival of September, however, it became impossible to postpone ordering any longer, and the orders started to pour in.

The demand was pretty equally distributed. Ranges as usual were the heaviest line. Oak heaters and base burners have been in heavy demand.

Furnaces are now selling rapidly. In some points there has not been as much building as in past years, and this undoubtedly will hurt the furnace industry. On the whole, however, demand will be quite as heavy as last year.

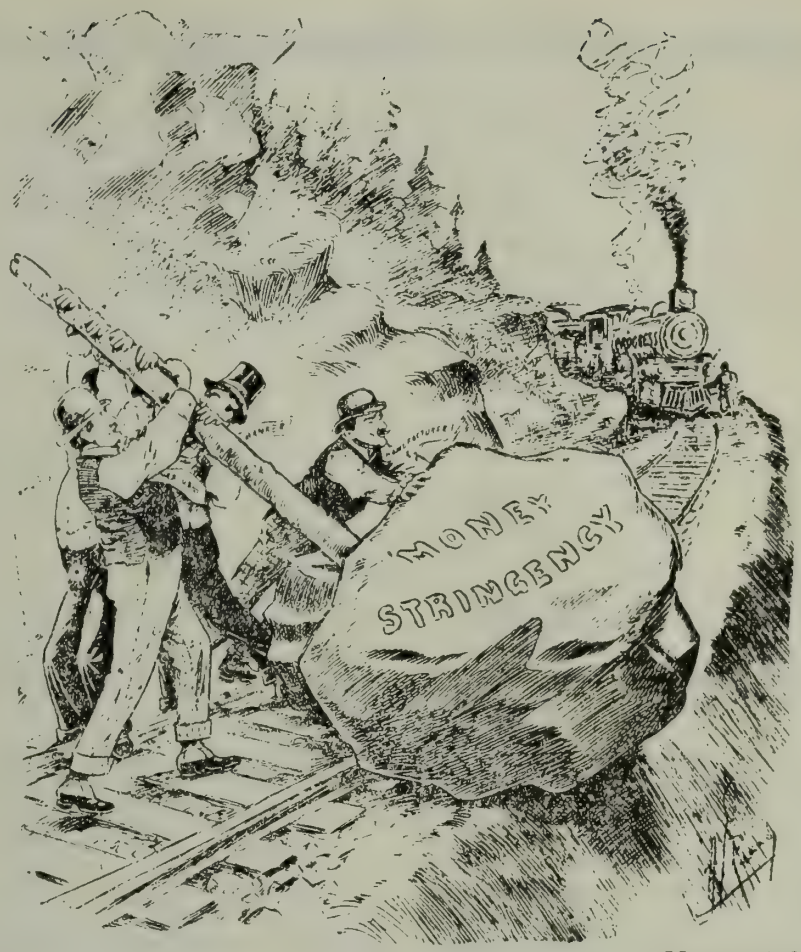
Enamelware and kitchen utensils of all kinds are moving in good bulk.

A FINANCIAL REVIEW

October will be a month of some anxiety in business circles. The Post is of the opinion that the crop in the West and the splendid weather which has prevailed for harvesting it, are very promising circumstances, but they are not such as to justify the hope that trade will revive and continue at the bounding gait of a year ago. A policy of great caution is quite as necessary now as it has been for the past few months.

Business is moving along steadily, but there still exists nervousness with regard to collections. It is not the West that is wholly to blame in this respect. In the East there are large corporations which defer payments as long as possible.

—Financial Post.



—Montreal Star.

CUTTING PRICES.

(With Apologies to "Hamlet.")

To cut or not to cut. That is the question.
Whether it is not better in the end
To let the chap who knows not the worth
Have the business at cut-throat prices, or
To take up arms against his competition,
And by opposing cut for cut, end it.
To cut—and by cutting put the other cutter
Out of business—'tis a consummation
Devoutly to be wished. To cut — to clash—
Perchance myself to get it in the neck—
Aye—there's the rub; for when one starts to meet
The other fellow's prices, 'tis like as not
He's up against it good and hard.
To cut and to slash is not to end the confusion
And the many evils the trade is pestered with;
Nay, nay, Pauline; 'tis but the forerunner
Of debt and mortgage such a course portends.
'Tis well to get the price the goods are worth
And not be bluffed into selling them for what
So-and-so will sell his goods for.
Price-cutting doth appear unseemly
And fit only for the man who knows not
What his goods are worth, and who ere long,
By stress of making vain comparison
'Twixt bank account and liabilities,
Will make his exit from the business.

—Obermayer Bulletin.

FOR SALE

HARDWARE AND TIN BUSINESS FOR sale. Situated in good farming country. Stock $13,000.00, splendid opportunity. Success a certainty. One opposition. Apply Box 37, Hardware and Metal, Toronto. (42)

FOR SALE—HARDWARE AND PLUMBING business in thriving New York town of 5,000. Building will be sold if desired. Address Box 40, Hardware & Metal, Toronto, Canada. (40)

SITUATION WANTED

A HARDWARE CLERK, CANADIAN, FOUR years' experience, desires position in a wholesale or retail store. Can furnish the best of references. Box 38, Hardware and Metal, Toronto. (41)

BOOKKEEPER, EXPERIENCED IN HARDware, seeks position of responsibility, age 33, married. Could come at once. Best references. Box 41, Hardware and Metal, Toronto. (40)

Methods of Retailing Paints and Varnishes

Figuring on Whole Paint Contract

Griffin and Brennan of Arnprior Figure on Labor as Well as Material for Paint Contracts—The Advantages of This Plan—Close Relationship Must be Maintained With the Master Painters.

Figuring on the whole contract, including labor and even selection of colors, is one of the plans adopted in the paint department of Griffin & Brennan, Arnprior, Ont. Interviewed by Hardware and Metal recently, this firm stated: "People don't want to be bothered with overseeing a job and worrying about how it is going to come out. The man who starts in to paint his house isn't generally a stickler over a couple of dollars, and is only too glad to have the whole thing taken off his shoulders. It is the old story of the man with the cash wanting everything handed to him ready-made so long as he has the money to pay for it. Thus an important end of our business has come to be figuring on jobs.

"In doing this, the aim, of course, is to secure a bulk price which will let us out with a fair margin of profit. True, the margin we can get is not as large as that in selling paint by the can, but we catch a great deal of business that we otherwise would not be able to get. We measure up the whole house, figure on the amount of paint required to give the number of coats specified, and adding in cost of application, charge at the rate of so much a square.

"In many cases we are given almost free hand as to selection of colors, submitting, of course, our proposal before commencing application. Where we make a particularly successful job, it stands as the very best ad. obtainable for the service we render, for after all, people's idea of what is necessary is controlled to a large extent by what they see other people having."

In following out these methods, Griffin & Brennan find it quite essential to co-operate closely with the painters, and keep in touch with them continually. Frequently when it comes to figuring on a job the painter is sent out to look it over before any estimate of any kind is made. Thus by placing work in the hands of the painter the relationships established are mutually beneficial.

This firm has also found co-operation with the manufacturer of supreme importance, particularly in prospecting sales. They make it a practice of sending all names of prospective purchasers to the manufacturers, whom they know will follow out a circularizing campaign with a view to educating these consumers to the advantages gained by using their paints.

COST OF BRITISH STRIKES.

London—Official statistics just published show that strikes have cost British trade union $10,000,000 in two years. Union membership has increased a million; funds have decreased from $40,000,000 to $30,000,000.

HARDWARE LETTER BOX

Slate.

The Barton Netting Co., Windsor, Ont.—"Can you give us the name of manufacturer or wholesaler dealing in slate?"

Roofers' Supply Co., Toronto; Geo. W. Reid, St. Antoine Street, Montreal; Bacon Bros., 377 St. Paul Street, Montreal; Jas. R. Ferguson, Hamilton, Ont.—Ed.

Towel Rack Brackets.

J. E. Beauchamp & Co., Montreal, Que.—"Will you kindly advise us who manufactures towel rack brackets for common wooden towel racks?"

Gendron Mfg. Co., Toronto; Cassidy, Fairbanks Co., Chicago, Ill.—Ed.

Waste, Metals, etc.

J. A. Lowry, East Clifton, Que.—"Kindly advise me what firms are buyers of old iron, rubbers, etc.?"

Frankel Bros., Toronto; Imperial Waste and Metal Co., 9 Queen Street, Montreal; Factory Waste and Metal Co., Montreal; Canadian Rag and Metal Co., Montreal; J. R. Waldon & Co., Montreal; Jas. Walker & Son, Montreal.—Ed.

Address of Firm.

W. S. Fairweather, Sussex, N.B.—"Can you advise me where the Canadian Nail and Wire Co. is located?"

Can any of our readers give this information?—Ed.

Display of paint in store of B. Carriere & Fils, Buckingham, Que.

ART, WINDOW and FANCY GLASS

More glass is called for in the fall of the year than at almost any other season. Contractors are intent on having their buildings closed in before the zero weather arrives. To secure your share of this profitable line you should see to it that your stock is complete now.

5 - STOCKS - 5

Our stock of everything in glass is the largest in Western Canada.
We manufacture any special designs in ornamental and art glass that you may require.
A large stock of fancy and prismatic glass, mirrors, etc., are carried, and we can also design any original ideas for which you may be asked.

Order from the nearest shipping point.

The Winnipeg Paint and Glass Company, Limited

Calgary **WINNIPEG** **Edmonton**
Swift Current **Saskatoon**

"Everything for a Building"

The Best Varnish Known Is Named for a Stone

"Liquid Granite," our unequalled floor varnish, bears a name that well expresses its wonderful durability.

"Granite" suggests permanence, hardness, resistance to wear. "Liquid Granite" has these qualities—and elasticity besides. You can dent it—but even a hammer will not mar its lustre.

For 30 years this splendid floor varnish has been the standard with contractors who build for permanence.

In houses built almost a generation ago you can find "Liquid Granite" on floors and stairs, still durable, still giving satisfaction. We have hundreds of letters to prove this statement.

Isn't this the kind of varnish you want to use and recommend?

BERRY BROTHERS VARNISHES

Here are three other Berry Brothers' products for builders' use:—
Luxeberry Wood Finish—For the finest rubbed or polished finish on interior woodwork.
Luxeberry White Enamel—For white interior finishing. A white enamel that stays white.
Luxeberry Spar Varnish—For all kinds of exposed outdoor finishing. Never turns white, checks nor cracks.
Sell Berry Brothers' Varnishes and insure your customers satisfaction.

BERRY BROTHERS

World's Largest Varnish Makers **INCORPORATED** **Established 1858**

WALKERVILLE, ONTARIO

Weekly Market Report --- Paints

MONTREAL.

Montreal, Oct. 1.—Decided activity is being shown in all branches of the paint business. The past week shows a marked increase over that previous, and indications all go to show that the height of the season has not yet been reached.

Remittances have been much better of late, and now that business is getting into the swing of fall trade freer money is expected from this time out.

Linseed Oil.

Linseed oil still continues to show weakness, following an easier feeling on the flax seed market. Prices in Montreal show a very large range. Raw is quoted practically anywhere from 57 to 60 cents, and boiled anywhere from 60 to 63 cents per gallon in single barrel lots. As prices on raw at the first of last week ran as low as 57 cents, a somewhat firmer feeling is prevailing than at that time, but even yet weakness rules.

Turpentine.

Prices in turpentine still continue to range from 55 to 59 cents per gallon in single barrel lots. Market in the South remains practically unchanged, but with a slight tendency to firmness.

White Lead.

Though no change has taken place in the white lead situation, the market is still very firm, and shows a strong tendency towards further advances. Last week the date up till which contracts could be booked was extended to December 15, and, while the market is firm, it is not thought at the present time that any change in price will result until that date.

Glass and Putty.

Prices on glass continue firm, and as demand increases, indications tend rather towards an advancing market. No change, however, has taken place as yet. Putty is also in good demand following cooler weather and a rush to get all buildings closed in before any injury is done by frost.

TORONTO.

Toronto, Oct. 2.—Business continues exceptionally good for this time of the year. There is not the volume being done, of course, that was shown in the summer months, but, on account of the increased amount of fall painting being done, the demand seems better than during the fall months in past years. Manufacturers and jobbers express themselves as well satisfied and seem confident that the winter will see a continuation of brisk conditions.

Prices have remained firm and steady during the past week. Rumors of changes are heard but, if any occur, they are almost certain to be in an upward condition.

Linseed Oil Easy.

Linseed oil is still quoted at 62 cents for raw and 65 cents for boiled. The demand is not particularly heavy at the present time and the market can generally speaking be described as easier.

Turpentine is Firm.

Turpentine has shown a firmer tone. Last week is was quoted around 60 and 61 cents, with the first named figure prevailing. This week it is the other way around with 61 the price most commonly quoted.

White Lead Situation.

White lead is stationary and demand does not appear to be particularly heavy.

PRICES DOWN.

At the last moment, word is received of a change in the downward direction in the prices of linseed oil and turpentine.

Oil is down to 60 cents for raw and 63 for boiled, a reduction of 2 cents. This is due directly to the slump in flaxseed prices at Winnipeg.

Turpentine is down 59 cents, a reduction also of 2 cents. This is due to the slackness of business in turps in the United States. It is expected that the price of turpentine will advance shortly, however.

Some jobbers declare that the price will remain unchanged for some time still, basing their assumption on the comparatively large stocks carried. Others, however, predict an early advance on the ground that white lead prices in Canada are low when compared with the prices prevailing on the European markets. All agree that there is no prospect of the price going lower.

Demand for glass is very heavy and the jobbers are in some cases rushed to fill orders. Prices remain the same.

Putty is in equally good demand, the prices remaining steady. Putty is quoted as follows:—Standard in casks, $2.50 per 100 lbs.; 100 lb. drums, $2.70; bladders, $3.00 per 100 lbs.

Paints and Varnishes.—As stated before, the demand for paints is very satisfactory for this time of year. A good volume of outside painting has been done this fall and, judging from the orders still coming in from dealers in all parts, there is still plenty to be done.

Varnishes and interior finishes of all kinds are in still greater demand.

The following items were taken from the issue of Hardware and Metal of Oct. 7, 1893:—

Mr. McEdwards of McEdwards and Moore, St. Catharines, was touring the warehouses this week.

Editor's Note.—The hardware business of McEdwards aod Moore is now conducted by A. W. Moore.

* * *

The hardware store of D. Cinnamon, was entered by burglars the other night and a number of revolvers and razors carried off.

Editor's Note.—This was an experience that comes to all merchants but which happened more frequently twenty years ago than it does now, thanks to improved police methods. Mr. Cinnamon, by the way, has just returned from a trip around the world.

* * *

The Keith & Fitzsimmons Co., are applying for incorporation.

Editor's Note.—By a recent change, the firm name became Keith's, Limited. They have grown to rank among the largest sanitary, heating and electrical firms in Toronto.

* * *

T. V. Lloyd, furnace builder and retort setter of Cardiff, South Wales, now in this country, has invented a producer for manufacturing gas from crude oil for heating open-hearth steel furnaces.

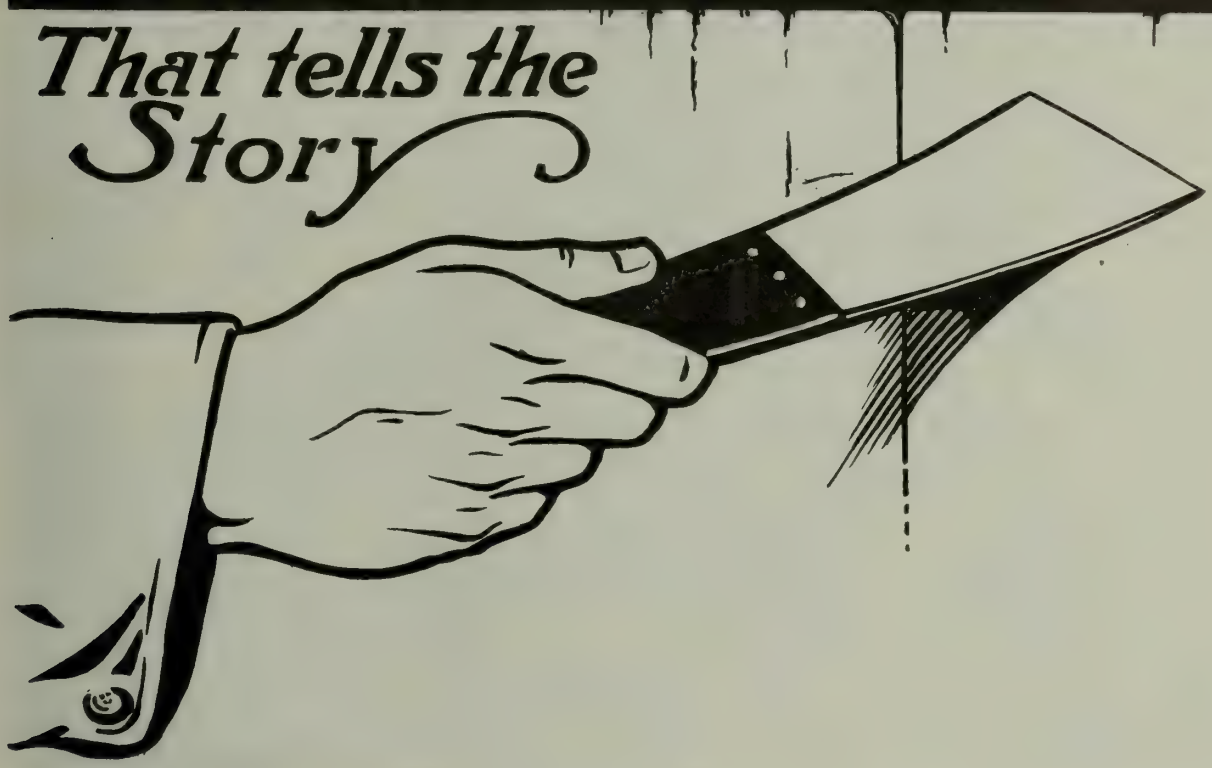
Editor's Note.—The retorts were filled in with checker work, 1½ splits, set on edge and were fitted with top and bottom mouth pieces. The oil was admitted through the top cover into a brick tube, into which a jet of steam was also admitted. The oil decomposed as it passed through the checker work. The hydro-carbons were drawn off by an exhauster.

* * *

Mr. Van Camp, the Hasting hardware merchant, who was burned out a week ago, was in Toronto, selecting a fresh stock.

TRY·TO·SCRAPE·IT·OFF

That tells the Story



A Century of Success

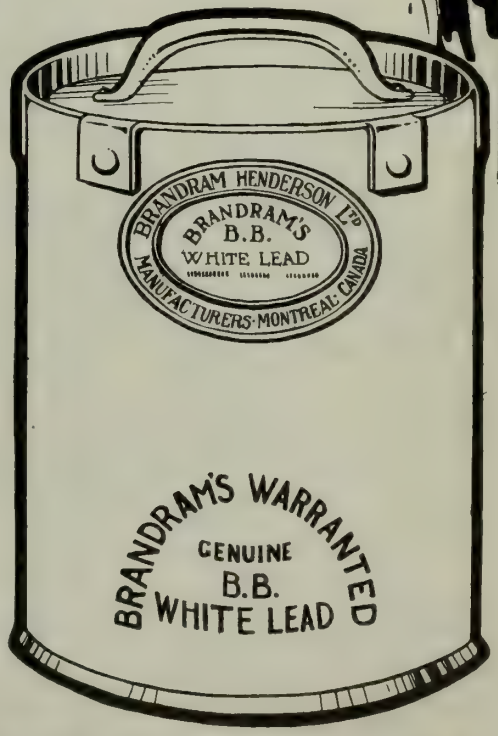
More than one hundred years ago was begun the manufacture of White Lead by the Brandram process. During all this period, no White Lead has been made that can successfully challenge the supremacy of

Brandram's B.B. Genuine White Lead

The Brandram process assures a dense amorphous product, of great uniformity and fineness and absolutely free from crystalline formation that would prevent perfect combination with Linseed Oil.

Because of these facts, paint in which it is used as a base, gives a purer white, a higher finish and lasts longer than any other paint made. It is the cheapest in the end, because its durability makes frequent repainting unnecessary.

A product that has held its own for a century must, of necessity, have decided elements of superiority. Common sense and every-day experience prove the truth of this.



BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb.$10 25 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

"Alonzo W. Spooner, Ltd."

Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.

Nicoluminam Grades, No. 1, 2, 3.

Babbitt Metal Grades, No. 1, 2, 3.

Prices, 6c—60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2½ "	12 25	11 00
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 80
" " 4 "	19 80	19 00

BRASS.

Spring sheets, up to 20 gauge	0 26
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.

Standard Compression work, 60 p.c.

High grade compression work, 50 p.c.

Cushion work, 55 per cent.

Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.

Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.

J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.

J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.

Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal	Toronto
	Per 100 lb.	
Casting ingot	17 75	17 25
Cut lengths, round bars, ½ to 2 in.	27 50	
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches	29 50	
Copper sheet, tinned, 14 x 60, 14 oz.	30 50	
Copper sheet, planished, 14 x 60, base	37 50	
Braziers', insheets, 6 x 4	29 50	

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summerlee, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	.....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05¼
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	3 10	3 00
All bright, 52 sheets	3 70	4 15

Galvanized—Apollo	D. Crown	Ordinary	
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x80	8 90	8 90	9 50
20x28x80	9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 75	3 60	3 75
22-24	3 90	3 75	3 90
26	4 15	4 00	4 15
28	4 40	4 25	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Buttweld Pipe.

Size.	Black.	Galvd.
¼ in.	2 28	3 18
⅜ in.	2 28	3 18
½ in.	2 72	3 57
¾ in.	3 28	4 43
1 in.	4 85	6 55
1¼ in.	6 56	8 86
1½ in.	7 84	10 59
2 in.	10 55	14 25
2½ in.	16 67	22 52
3 in.	21 80	29 45
3½ in.	26 22	35 42
4 in.	31 07	41 97

Standard Lapweld Pipes.

Size.	Black.	Galvd.
2 in.	11 66	15 36
2½ in.	17 26	23 11
3 in.	22 57	30 22
3½ in.	27 14	36 34
4 in.	32 16	43 06
4½ in.	36 20	48 90
5 in.	42 18	56 98
6 in.	54 72	73 92
7 in.	80 92	109 50
8 in.	97 92	132 50
9 in.	117 30	162 20
10 in.	140 10	189 50
12 in.	172 40	238 30

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 75; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c.

Medium and extra heavy fittings, 70 p.c.

Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.

Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.

Hot Water Radiators—42 and 15 p.c.

Steam Radiators—44 and 15 p.c.

Wall Radiators—37 and 15 p.c.

Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb	0 11½	0 11¼
Light copper & Bottoms.	0 10½	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 75	5 65
Imported pig, per 100 lbs.	5 75	5 65
Bar pig, 100 lbs.	6 00	5 85
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, 5 per cent. off.

Lead waste pipe, 9c; 5 per cent. off.

Traps and bends, 40 per cent.

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guarant'd.	0 29	0 28
Wiping	0 26	0 26

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb.	6 75	7 00

TIN AND TINPLATES.

	Montreal.	Toronto.
Lamb and Flag and Straits— 56 and 28-lb. ingot, 100 lbs.	48 00	44 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

"Dominion Crown Best"—Double.

COATED, TISSUED.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base	4 60
20x28, double box	9 00

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 40
I X, Terne Tin	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—

XX, 14x56, 50 sheet bxs.)
XX, 14x60, 50 sheet bxs.) 7 50
XX, 14x65, 50 sheet bxs.)

TINNED SHEETS.

72x30 up to 24 gauge, case lots	8 50	....
72x30 up to 26 gauge, case lots	8 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, $3.90; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.

Other sizes, 50 per cent. off.

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and papernigs 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. banks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.

Rustless screen cloth, 7c sq. foot.

Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.

F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅝, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

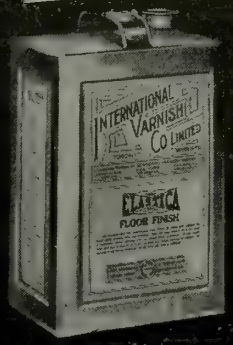
TWO PROFIT PRODUCING SPECIALTIES

REVIVES & RENEWS OLD FURNITURE & WOODWORK

ENDS ALL FLOOR TROUBLES

TRADE
ELASTICA
MARK

FLOOR FINISH



Lacqueret

THE HOUSEHOLD LACQUER

The one perfect Floor Varnish

INTERNATIONAL VARNISH CO. LIMITED
TORONTO WINNIPEG

BRINGS BIGGER BUSINESS BETTER PROFITS

CHAMPION'S

WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND, SOUTH AFRICAN, ETC., COLONIES

GUARANTEED FREE FROM ADMIXTURE OF GERMAN OR ANY OTHER FOREIGN DRY WHITE LEAD

ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

CHAMPION, DRUCE & CO.

WHITE LEAD CORRODERS

6 LAURENCE POUNTNEY HILL, CANNON STREET, LONDON

ESTABLISHED OVER 130 YEARS

ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion' 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits .... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger .... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr.		0 80
Richards Wilcox No. 117 P.D. Hanger, full set		2 75
Stearns wood track		Special
Zenith	....	9 00
Atlas, steel covered	5 25	6 60
Perfect, No. 1	....	8 50
Perfect, No. 1½	....	9 50
Perfect, No. 2	....	10 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin angers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

	Per cent.
Carriage Bolts, common, new, $1 list.	
Carriage Bolts, ⅜ and smaller	60 & 15
Carriage Bolts, 7-16 and up	55
Carriage Bolts, Norway Iron ($3 list)	55 & 15
Machine Bolts, ⅜ and less	65 & 5
Machine Bolts, 7-16 and up	57½
Plough Bolts	55 & 5
Blank Bolts	57½
Bolt ends	57½
Sleigh Shoe Bolts, ⅜ and less	55 & 10
Sleigh Shoe Bolts, 7-16 and larger	50 & 5
Coach screw	70 & 10
Nuts, square, all sizes	4c per lb. off
Nuts, Hexagon, all sizes	4¼c per lb. off

Stove rids, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll		0 95
O.K. Paper, No. 1, per roll		0 95
O.K. Paper, No. 2, per roll		0 70
Plain Fibre, No. 1, p. 400 ft. roll		0 50
Plain Fibre, No. 2, p. 400 ft. roll		0 35
Tarred Fibre, No. 1, 400 ft. roll.		0 62
Tarred Fibre, No. 2, 400 ft. roll.		0 43
Tarred Fibre, Cyclone, 25 lbs., roll		0 62
Dry Cyclone, 15 lbs.		0 50
Plain Surprise, per roll		0 42
Resin sized Fibre, per roll		0 42
Asbestos Building Paper, p. cwt.		3 25
Heavy Straw, plain and tarred, per ton		36 00
Carpet felt, per cwt.		2 60
Tarred wool roofing felt, cwt.		2 00
Pitch, Boston or Sydney, 100 lbs.		0 85
Pitch, Scotch, per 100 lbs.		0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 60	3 00
2 Ply Ready Roofing, per sq.		0 75
3 Ply Ready Roofing, per sq.		0 95
2 Ply Ready Roofing, per roll		1 15
3 Ply complete, per roll		1 35
Liquid Roofing Cement, bbls., per gallon		0 17
Liquid tins cement, 5s		0 19
Crude coal tar, per bbl		4 50
Refined coal tar, per bbl		5 00
Shingle Varnish, per bbl		5 00
Caps, per lb.		0 05
Rails, per lb.		0 05
Mop Cotton, per lb.		0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000.	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	31 00
Fire clay (Scotch), net ton	....	5 50
Fire clay (American), net ton	5 00	10 00

CHALK AND PENCILS.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr.	2 40	6 75
Crayons, per gross	....	0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 20
Bevel edge, 1 inch, doz........... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in......... 2 50
" adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 50
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths	3 45
3 " " "	4 28
4 " " "	5 53
5 " " "	7 60
6 " " "	9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 per cent.
Copper tea and coffee pots, 40 per cent.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz............. 5 25
Folding handles, 8 inch, doz........ 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft	3 02
10 " " "	3 31
12 " " "	3 88
15 " " "	5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan Globe	75
Black Diamond	66⅔
Delta Files	60
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (English list)	35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	$ 35
Ladies' claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickery handle, lb lb.	6.25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1½-inch, per doz.	5 20
Web	2 45

SISAL HALTERS (SNAP & RING).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green	0 12	0 13
Trimmed, green and partly cured	0 12½	0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15

Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00

Toasters, 50 per cent.
Fire shovels, 50.

Oil stoves and ovens, 50 and 10.

LADDERS, TRESTLES, ETC.

Step Ladders—

Shelf-lock	18c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20 ft., each	$2.60
22	2.86
24	3.12
26	3.38
28	3.64
30	3.80
32	4.16
34	5.10
36	5.40
38	5.70
40	6.00
44	7.48

(COMMON SINGLE LADDERS)

8 ft., each	$ .80
10 ft., each	1.00
12 ft., each	1.20
14 ft., each	1.54
16 ft., each	1.76
18 ft., each	1.98
20 ft., each	2.40
22 ft., each	2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose .c per foot additional.

ALEX. McARTHUR & CO.
LIMITED
MONTREAL.
REGISTERED
TRADE MARK
BLACK DIAMOND

F. J. COX, Winnipeg—Agent

Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade.

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.
A strong selling point aside from its durability is that it keeps the house cool in summer and warm in Winter. Investigate at once. **Get our Prices.**
We also manufacture a full line of wrapping papers.

RED S BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

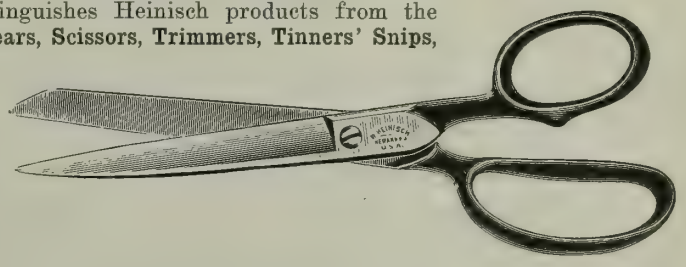
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

When Ordering From Your Jobber

Be Sure to Specify HEINISCH Trimmers

The **Quality** of **Heinisch** Goods is a positive assurance of **completely satisfied customers.** Our firm name is stamped on every article—it distinguishes Heinisch products from the ordinary kind—make sure it is on the **Tailors' Shears, Scissors, Trimmers, Tinners' Snips,** etc., that you stock.



R. HEINISCH'S SONS COMPANY
NEWARK, N.J., U.S.A.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture **Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.**

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

(PAINTERS TRESTLES).

6 ft., each .. ..$1.50 14 ft., each ..$4.20
8 ft., each .. .. 2.00 16 ft., each .. 4.80
10 ft., each .. .. 2.50 18 ft., each .. 5.40
12 ft., each .. .. 3.00 20 ft., each .. 6.00

LANTERNS.

No. 2 or 4, plain cold blast, doz. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz.......... 7 50
Brass well japanned, doz........... 9 25
All brass, doz........................ 24 00
Cold blast globes, doz............... 0 50
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft............. 0 13¼
Corrugated, ¾ in., ft. 0 17
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from.......... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per do z............. 1 20 1 50
Folding ironing boards 16 25 18 00

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen...... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap ....per gross 33 00
Indian snap ....per gross 27 00

RAZORS.

Per doz.
Boker's 7 50 11 00
Boker's King Cutter 11 30 14 40
Henckel's 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 33 1-3 per cent.
Edelweiss 16 00

ROPE AND TWINE.

Sisal rope 0 11½
Pure Manila rope 0 16½
'British" Manila 0 12½
African hemp 0 12½
Cotton, 3-16 inch and larger..... 0 27
Russia Deep Sea line, 7-16 and larger, 18c.
Jute, 7-15 and upwards, 10½c.
Lath yarn, single 0 10¾
Lath yarn, double 0 11¼
Sisel bed cord, 48 feet, per doz.. 0 72
Sisel bed cord, 60 feet, per doz.. 0 90
Sisel bed cord, 72 feet, per doz.. 1 08
Cotton clothes line, 18 per cent. off.
Bag, Russia twine, per lb. 0 27
Wrapping cotton, 3-ply twine.... 0 26
" " 4-ply twine...... 0 30
Mattress twine, per lb. 0 45
Staging twine, per lb. 0 35

BINDER TWINE.

650 ft., per lb. 0 12¼
600 ft., per lb. 0 11
550 ft., per lb. 0 10
500 ft., per lb. 0 09½
5 ton lots, ⅛c lb. allowance.
10 ton lots, ¼c lb. allowance.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot , doz.... 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.. 2 20
Sectional, ½ lb. each, per 100 lbs.. 2 35
Solid, 3 to 30 lbs. 1 63

SASH CORD.

No. 3, per lb. 0 28½
Sash Chain, No. 2, hd. ft...... 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 20
Common doors, 2 or 3 panel, grained only, 4-in. style 8 40
Beaver window screens, 14 x 18, open 28½ inches 1 00
Perfection window screens, 14 x 15, open 22½ inches 1 30
Model window screens, 14 x 22, open 36½ inches 2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS.

Per cent.
Wood F.H., bright and steel.85 10 7½
" R.H., bright 80 10 7½
" F.H., brass 75 10 7½
" R.H., brass 70 10 7½
" F.H., bronze 70 10 5
" R.H., bronze 65 10 5
Drive screws 65 10 5
Set, case hardened 60 10
Square cap ....50 and 05
Hexagon cap 45
Bench, wood, per doz. $5 00
Bench, iron, per doz. 4 25

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	.60	55 and 2½	45
Draining tools	.60	60	
Scoops	.50 and 5		45 and 5
Hollow backs and sand shovels	.60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 1 50
Eureka tinned steel, hooks, per 1,000 .... 8 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 .... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths...... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCTHE.

		Dozen	
Washita Oil, No. 1, 6 in., 7 in., 8 in.	3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in...	2 50	3 10	3 50
Hindostan .... per lb.	0 06	0 10	
" Slip .... "	0 18	0 20	
" Axe .... "	....	0 16	
Deer Creek .... "	....	0 10	
Weerlick .... "	....	0 25	
" Axe .... "	....	0 15	
Oily White, 6 in., 7 in., 8in., doz.	6 00	6 60	7 60
Arkansas .... "	....	1 50	
Water-of-Ayr .... "	....	0 10	
Scythe .... per gross	3 50	5 00	

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90 brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
Lufkins, steel, No. 264, 66 ft., ea. 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821... 1 95
Chesterman's Steel, No. 1840, 50 ft.. ....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps 0 60
Out O' Sight Rat Traps 1 20
Easy Set Mouse Traps 0 45
Easy Set Rat Traps 0 95
Blizzard Mouse Traps 0 45
Blizzard Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VACUUM CLEANERS.

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combination Cleaner...... 6 50
Cadillac Electric, Model C......... 18 00
Cadillac Electric, Model D......... 20 00

VISES.

Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz......... 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Velox 180 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3........ 85 00
20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz......... 47 50
Eze, 11 in., per doz. 51 75
Bicycle, 11 inch 59 25
Trojan, 12 inch 100 00
Favorite 511E 61 50
Unexcelled 1041E 75 50
Challenge 311E 54 00
Gem 141 .... 51 75
Sunlight 111 .... 44 50
20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 in.. 0 70
" " " 34 in.. 1 00
" " " 36 in.. 1 25
" " neckyokes, 36 in.. 1 25
" " doubletrees, 40 in.. 0 95
" " lumbermans, 44 in.. 0 95

WOOD HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ask fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes, oval and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent. Wrenches.
Agricultural, 67¾ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.......... 4 50
With rim, 18x28, per doz.......... 5 00
With rim, 20x30, per doz.......... 5 50
Without rim, 18x24, per doz...... 4 00
Without rim, 18x28, per doz...... 4 50
Without rim, 20x30, per doz...... 5 00

IRONING BOARDS.

Size 12x60 ins., per doz.......... 5 75
Size 14x60 ins., per doz.......... 6 25
Folding, 12x60 ins., per doz...... 15 00

SLEEVE BOARDS.

Basswood, stationary, doz........... 1 50
Folding, per doz. 3 50

WASH BOARDS.

Glass, doz. 3 25
Enamelled, doz. 4 50

CLOTHES BARS.

3 sections, 4 ft., doz............... 4 25
3 sections, 5 ft., doz............... 5 50
3 sections, 6 ft., doz............... 7 25

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz..... 12 00

CLOTHES PINS.

Common, 5 gross in box, per box 0 65
Spring clothes pins, per box........ 1 00

WOOD WASH TUBS.

Standard size, doz. ....

TUB AND WRINGER STANDS.

Folding frame, doz. 18 00

BENJAMIN MOORE & COMPANY, Limited

MAKE TORONTO, CANADA

MURESCO, The best Wall Finish.
SANI-FLAT, The best Flat Oil Paint, washable and non-poisonous.
MIXED PAINT, Moore's House Colors, second to none.

YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell the MOORE Line and make more money with less investment

The F. R. Murray Co., Ltd., Vancouver ☐ Distributors for British Columbia

Luminette
(Copyright)

The householder's "one best bet," a perfect general purpose varnish which produces splendid results in every house.

High Grade Western Varnishes

That Produce Big Results For Both Dealer and User

It will be much to your interest to let us send our agency proposition.

Our Agents Make Big Money.
WRITE TO-DAY

Exalite
(Copyright)

The Painter's delight. A higher grade than Luminette, and a varnish which rubs well or dries with a superior gloss.

G. F. STEPHENS & CO., Limited, Winnipeg, Can.
BRANCH at CALGARY, Alta.

Fall Painting

¶ This is just as important a feature to reckon with in selling paints as any other season's painting. Is your stock in order? Are you prepared to talk over the paint proposition with us?

How About It?

R. C. Jamieson & Co., Limited
Established 1858

MONTREAL - VANCOUVER

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head i,ron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's per dozen	0 65	1 00
North Bros., No. 30, per doz		16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 79.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.60
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.00
	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.

		Per lb.
French medal		0 14
German common sheet		0 10
German prima		0 17
White pigsfoot		0 21
Brantford medal		0 10
" golden medal		0 11
" brown sheet		0 10
" Golden sheet		0 13
" Gelatine		0 22
" white gelatine		0 22
" white glue		0 12
" 100 flake	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL	0 11½
CL	0 12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb.	0 20½
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb.	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb.	0 23¼
In ½ lb. pkts., 100 lb. cs, lb.	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs	0 08¾

PREPARED PAINTS. Per gallon in qt. dns

Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)		1 60
"New Era" house paint (Windsor)		1 85
Benj. Moore Co.'s "Egyptian" Brand		1 60
Moore's pure linseed oil, H.C.		1 65
Brandram-Henderson's "English"		2 00
Ramsay's paints, pure		1 80
Ramsay's paints, Thistle		1 60
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co.		
Jamieson's Crown and Anchor brand		1 60
High Standard		2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY. Standard

	Montreal	Toronto
Bulk, in casks	2 30	2 50
Bulk, 100 lb. drums	2 50	2 70
Bladders, in bbls.	2 80	3 00

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.	5 90	5 75
No. 1 kegs, per 100 lbs.	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum. single bbls.		15
Royalite	.17	15½
Palacine	.21½	17½
Castor Oil, per lb. in bbls.	8¼	8½
Black Oil, Summer	.12½	12
Black Oil, Winter	.14½	14
Cylinder Oil, Green	.35	35
Parafine Oil	.22	20
XXXX Machine	.25½	21
Benzine, in wood	.24	24½
Motor Gasoline, in drums	.24	24½
Motor gasoline, in wood	.27	25
Pure turpentine, single bbls.	.59	60
Linseed Oil, raw, single barrels	.59	62
Liuseed Oil, 3 to 5 bbls.	.58	61
Linseed Oil, 6 to 9 bbls.	.57	60
Linseed Oil. boiled—		
single bbls.	.62	65
3 to 5 bbls.	.61	64
6 to 9 bbls.	.60	63
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots	.7.25	8.00

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps, brown japan	1 00
No. 1 brown japan	0 90
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 30
B.H. Ltd. "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure.	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 00
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 70 and 10 per cent.

BARB WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William, $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅜ and smaller, 60; 7-16 and larger, 50; machine. ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅜, 50½c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)	5 00	5 35
26G (eual 28 Amer.)	4 50	5 10
24G	4 25	4 65
22G	4 25	4 65
20G	4 15	4 55
18G	4 15	4 45
16G	4 00	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

52½ per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8 ,44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal, 11¾c; Pure Manila, 16¾c; British Manila, 12¾c; lath yarn, 11c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

SCREWS.

Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c., coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 65c; boiled, per gal., 68c.

These prices are for barrels. Less amounts 5c. per gal. extra, with additional charges for cans, etc.

TURPENTINE.

Per gal., barrel lots, 70c.

DRY COLORS.

White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.35 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

PUTTY.

Casks, $2.75 per cwt.; bladders, in barrels, $3.25; bladders, 100-lb. cases. $3.40.

PARIS GREEN.

24½ cents per 112 lbs.

RED LEAD IN LINSEED OIL

Absolutely Pure
Guaranteed
Better

It is always ready for use.
It remains suspended in oil indefinitely.
It dries quickly without the use of driers.
It sheds water like a duck's back.
It is more economical.

Than Other Red Lead or Red Lead Substitutes

Because

It does not contain any adulterants.
It does not disintegrate or chalk off.
It does not harden or solidify.
It does not turn white after applying.
It does not cost proportionately as much.

SEND for the REPORT of MILTON HERSEY CO., Ltd.

CANADA'S MOST NOTED CHEMISTS

Nothing Like It Has Ever Been Produced In Canada

You Should Investigate And Prove It

Write us for samples and particulars.

International Color & Chemical Co. of Ontario, Limited

BRIDGEBURG -:- -:- -:- ONTARIO

Reliable and energetic agents and dealers wanted.

Are You a "400 Pointer" in the Paint Business?

You can take a step up in the estimation of your customers by placing before them

Ramsay's No. 400 Light Hard Oil Finish.

A Hard Oil Finish—a Varnish—that works anywhere, anyway.

Dries Quickly, Dries Hard. Dries with a Fine Gloss.

The only recognized varnish of its kind in all factories, paint shops, and stores throughout Canada.

Glass and Putty Season now on. Our lines are complete.

A. Ramsay & Son Co., Montreal

ESTABLISHED 1842

Glass and Putty Season now on. Are your lines complete?

MAPLE LEAF
M FINISHES THAT ENDURE L
QUALITY
PAINTS & VARNISHES

STRAIGHT VARNISH TALK

about

MAPLE LEAF VARNISHES

FALL VARNISHING

THERE ARE MANY BUILDINGS that have been in the course of construction, and are now ready for finishing and varnishing.

ARE YOU PREPARED to meet an unusually heavy demand for a reliable varnish to do the above class of work?

TO OBTAIN THIS TRADE; of course you must go after it, but go after it with a reliable quality varnish that will easily convince the painter and thereafter hold his trade.

MAPLE LEAF VARNISHES are the varnishes to clinch such business and hold it.

AND REMEMBER: THAT THE MEASURE OF VALUE IN VARNISHES DEPENDS upon the quality and length of their service. An inferior or inappropriate varnish lacks service, and is costly at any price.

A VARNISH that is not equal to meeting conditions under which it must be used lacks in service and therefore has not real value.

MAPLE LEAF VARNISHES were originated over twenty years ago to meet Canadian conditions.

THEY HAVE WON OUT against the severest Canadian climatic conditions and given full value service at all times.

IN SHORT, they have made good because they are made good.

THEY you should write us for our Maple Leaf Varnish Proposition to-day. Do it to-day and then be well prepared for better 1914 varnish trade.

Our Maple Leaf Decorative Aid Department

will outline a fall Varnishing campaign for you, and will bring M. L. Varnishes to the attention of every prospective varnish user in your community. Write for their co-operative advertising plan.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

It is easy to refinish ... shabby woodwork & doors

with CP TRADE MARK

SUN VARNISH STAIN

Manufactured by
THE CANADA PAINT CO
LIMITED

The above heading is taken from one of our interesting newspaper advertisements which are used in connection with our Co-operative plan to help the dealer work up a profitable business on Sun Varnish Stain.

The statement made really explains the opportunity there is for working up a profitable business on this particular product. It is so easy for the housewife to use and such splendid results are obtained with so little effort and such a small outlay, that the dealer that pushes the line soon works up a very profitable business.

First of all there is quality in the product—Sun Varnish Stain is a combination of a non-fading pigment stain and durable varnish, put up in attractively labelled packages, all sizes. The quality of the product holds business and the attractive advertising, complete in every detail, draws it. Color cards, counter cards, panel displays, hangers, window trims, address stickers, and most effective of all, a Co-operative Newspaper Campaign, make a complete and effective selling plan that you should surely know about.

Write to us to-day and take advantage of this special opportunity before it is taken up and featured by one of the other merchants in your town.

THE CANADA PAINT CO.
LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS
VARNISHES

CP TRADE MARK

STAINS-ENAMELS
LINSEED OILS

There's no Experiment Selling "New Era" House Paint

It is so well advertised, known and used that dealers who do not handle it soon realize they are neglecting their own interest as well as that of their customers.

NEW ERA PAINT will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher-priced brands. New Era is perfectly pure and is sold at a moderate price.

Write for New Catalogue and Trado Discounts.

Standard Paint & Varnish Co., Limited

WINDSOR, ONTARIO.

DOUGALL VARNISH

Furniture and Cabinet VARNISHES

are **genuine** and **reliable**—tough—fine—and lasting.
They are safe in the shop—in the wareroom—in the freight car—safe at 98 deg.—safe at zero.
A valuable text book on Furniture Varnishes and Varnishing free. Write for one **to-day.**

The Dougall Varnish Company, Limited
MONTREAL
Associated with the Murphy Varnish Co., U.S.A.

Play a Steady Stroke Always

DON'T depend upon merchandise that's up to-day and down to-morrow. It is the steady, consistent seller that turns profits into the cash-drawer.

Stability in manufacture is the prelude to stability in sales. Varnish stability is emphasized in

Glidden's Green Label Varnishes
Endurance Wood Stains **White Enamels**
JAP-A-LAC
Flat Wall Finishes **Cement Coatings**

Here are half-a-dozen distinct lines every one of which stands at the head of its class. Will your trade accept a substitute, when the name Glidden has been associated in their minds with the varnish industry for half a century? Write to-day for our interesting dealer proposition.

The Glidden Varnish Co.

TORONTO, - CANADA

FACTORIES: TORONTO, CANADA, CLEVELAND, OHIO.
BRANCHES: NEW YORK CLEVELAND LONDON

Makers of Glidden's Green Label Varnishes, White Enamels, Endurance (Mission) Wood Stains, Waterproof Flat Wall Finishes and Cement Coatings.

MAGNOLIA

UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL CO.

Office and Factory 225 St. Ambroise Street, Montreal

Wood Mantels, Coal, Gas or Electric Grates Tiles and Tile Work in all Its Branches

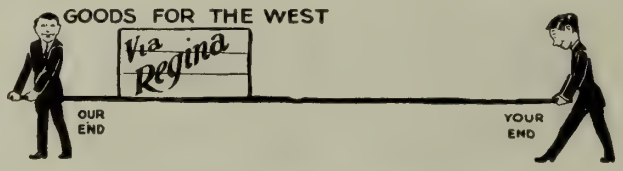
BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS, GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue - - - WINDSOR, ONT.



Let Us Help You Carry Your Business West

IT'S often a long stretch from you to your Western customer. How can you get goods out to him quickly and economically? Is that your problem? Assuredly, it costs less to ship twice than to ship once! Combine orders enough to make up a carload and bill this car to Regina. Regina is right in the center of a network of railways. Almost any place can be reached from there directly and quickly. Consign your car to us. We will open it, sort the various orders carefully, and re-ship by the best roads. You thus reduce the high freight charges on small, separate shipments to the short end of the journey, after having gained low car-load rates on the far greater part.

For quick delivery in the West we can hold a stock of your goods, sent out economically in carloads, and fill orders as received, by letter or wire, from your customers, your salesmen or yourself. Our charges are so reasonable you will find this way of carrying business West a most profitable one. We are in position to handle easily the heavier responsibilities of shipment which naturally come at the far end.

REGINA STORAGE AND FORWARDING COMPANY LIMITED REGINA

We have more to tell you when we have your address.

Something Better and Different in Self-Measuring Gasoline Pumps

It has taken years of experimenting to produce these pumps and we believe that they are the best in Canada.

Our pumps are double acting—they pump with both up and down stroke; the only pump that will do this

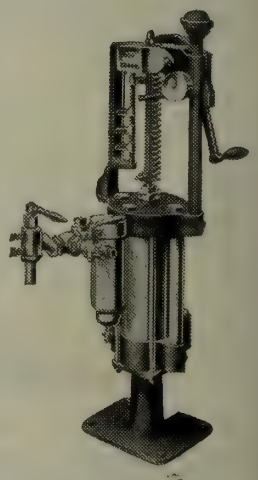
It will discharge 1 gallon with 4¼ turns of crank and **will charge an automobile with gasoline in exactly one-half the time** required to do it with any other self measuring pump.

Our pump has an up-stroke of 8 inches while others have 13½ inches, consequently it is the **fastest and easiest working pump** on the market. All the valves on this pump are accessible—you don't have to take the pump apart if anything should go wrong.

Our prices for complete outfits should interest you—they are the lowest on the market.

Sold on guarantee.

Our representative is going West early in June to establish agencies for 4 Western Provinces. We also want Distributors for Maritime Provinces. Write us.

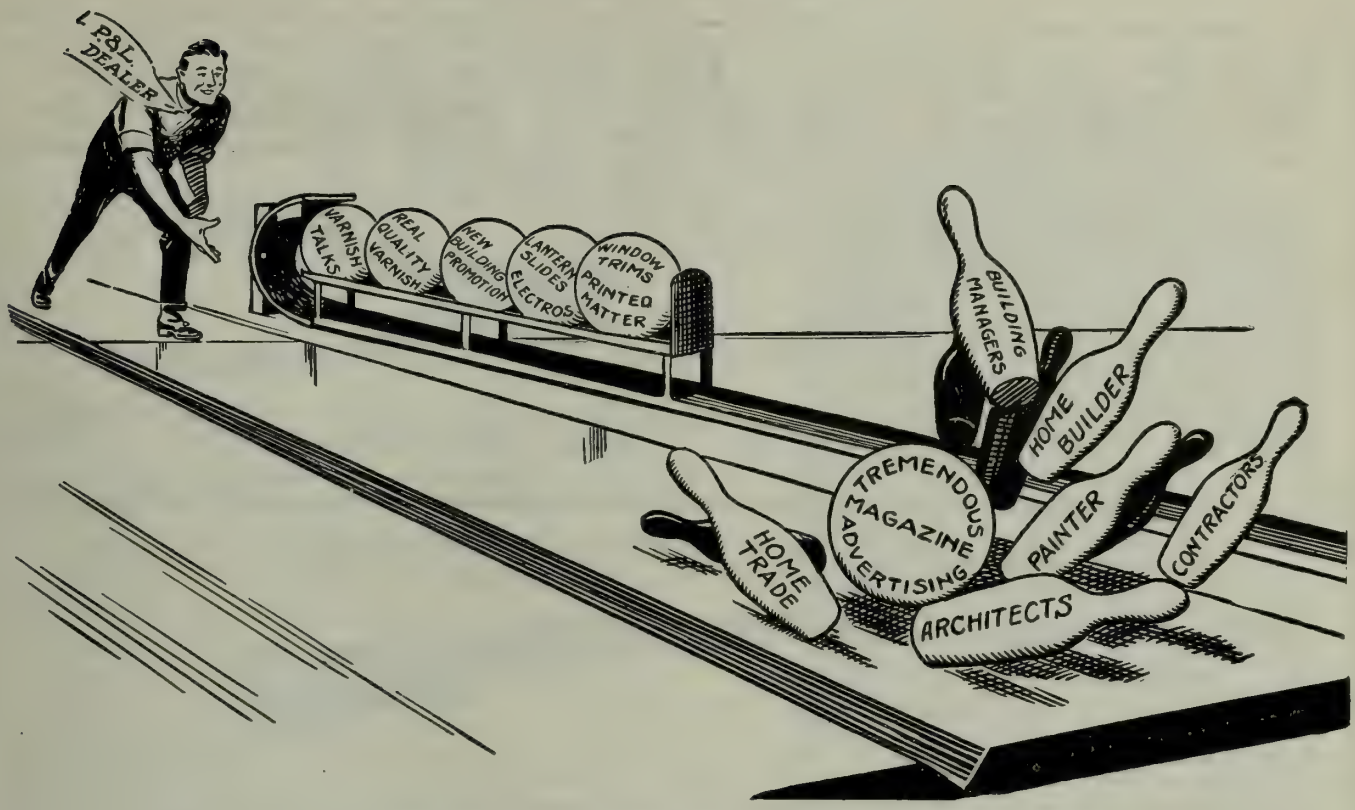


Write for Self Measuring Pump and Tank Catalog.

The Steel Trough & Machine Co.

Limited

TWEED, ONTARIO



Make the Same Strikes as this Dealer

USE the same balls — make the same strikes — figure your sales and profits in the same big figures — your satisfied repeat customers in the same large numbers, as this successful Pratt & Lambert Dealer does.

Sell Pratt & Lambert Varnishes — varnishes of real quality, specified by eminent architects and made a household word by the most tremendous, consistent and effective magazine, varnish advertising campaign, linked to your store by forceful window display matter, framed panels — color cards, newspaper electros, lantern slides, etc. — everything to enable you to "cash in" on this far-reaching magazine advertising.

As a Pratt & Lambert Dealer, you have the Pratt & Lambert Advertising Department at your service, without charge. *Varnish Talks*, the Pratt & Lambert Painters' Magazine, reaches your painter customers, landing their business, for Pratt & Lambert Varnishes, for you. The Pratt & Lambert Promotion Department, puts the Pratt & Lambert Varnish Story before *everyone* who is building in your locality, by means of letters and booklets. These are only some of the details of the complete Pratt & Lambert Varnish Proposition, but they should be enough to convince you that it is the one varnish selling proposition with real selling punch behind it.

Write For Complete Pratt & Lambert Dealers' Proposition Now.

Pratt & Lambert-Inc., 24 Courtwright St., Bridgeburg, Ontario.

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

TRADE U TI CA REG. U. S. MARK PAT. OFFICE

Be one of the dealers that sell THE QUALITY LINE of NIPPERS and PLIERS

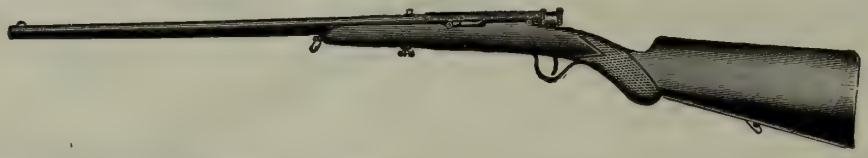
TRADE U TI CA REG. U. S. MARK PAT. OFFICE

Because it pays to handle quality goods. Every Utica Plier is guaranteed to be satisfactory in profit, as well as quality. "There are no strings on the Utica Guaranteed." (If it's not satisfactory, send it back.)

"GET QUALITY WISE," MR. DEALER. "IT PAYS." For "The Memory of Quality Lingers." May we send you a copy of The Utica Catalog? It's new.

UTICA DROP FORGE & TOOL CO., Utica, N.Y., U.S.A

The "Bayard" Auto-Cocking and Ejection Rifle is the Ideal Rifle For Everybody to Use.



It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong shooting high-class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning, the only tool needed is a screw driver.

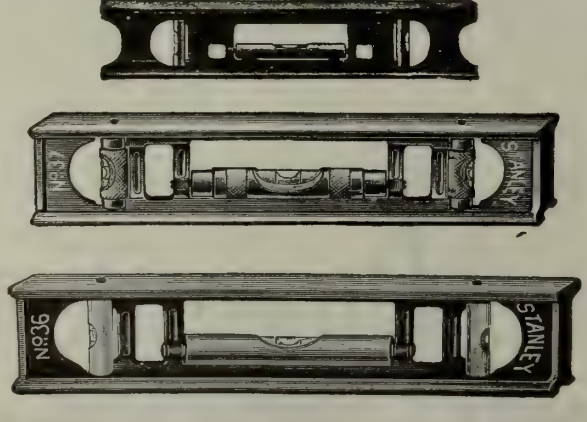
Write for our free descriptive Booklet.

McGill Cutlery Co. (Reg'd.) - - - P.O. Box 580, Montreal, Canada

The Easiest Running High-Speed Washer Is MAXWELL'S CHAMPION

Operated by the hand lever or by crank on the balance wheel shaft. Tub is of red cypress, that will last a lifetime. Wringer board stands clear, allowing almost the whole top to open. Basket rack supplied extra if desired. The "Champion" has proven a great seller. Write for prices and particulars.

DAVID MAXWELL & SONS, St. Mary's, Ont.



Stanley Tools

SIX REASONS WHY YOU SHOULD STOCK STANLEY METALLIC PLUMBS AND LEVELS

1. Their design is **attractive** and **perfectly proportioned**, which combines the **minimum** of **weight** with the **maximum** of **strength.**
2. The **milling** and other **machine** work is such as to secure **absolute uniformity** in the level stocks, whose top **and** bottom are **perfect straight edges** and parallel.
3. They are **correctly made** and will **remain accurate** under any ordinary condition of use.
4. They are **easily adjustable.**
5. They are **reasonable** in **price.**
6. The **demand** for them is **well established.**

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Our Line of

Handles, Neck Yokes, Whiffle Trees, Etc.

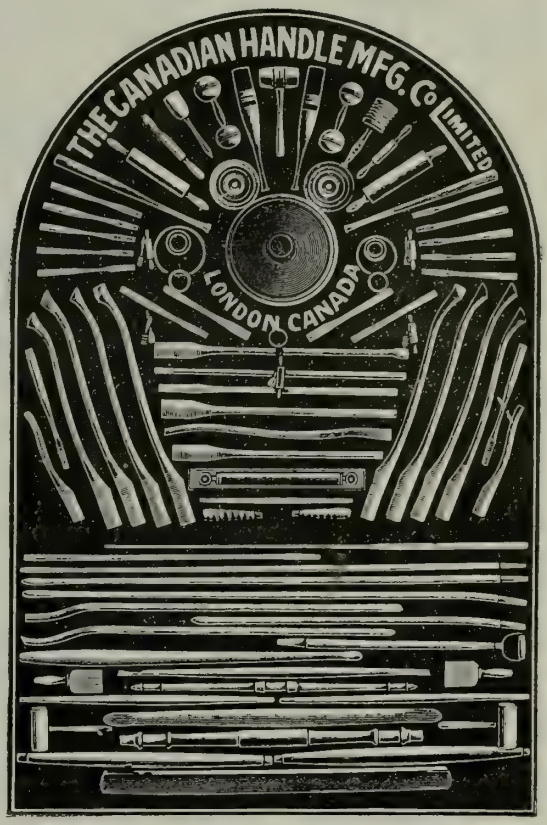
is of a Quality that is a Positive Assurance of Satisfied Customers

Our aim has always been to manufacture goods of superior quality and finish, and our increased business, we think, is sufficient evidence that our efforts have been appreciated; and in the future we will maintain the same standard at any cost.

Write for full particulars on any line, also prices.

We do all kinds of wood turnings.

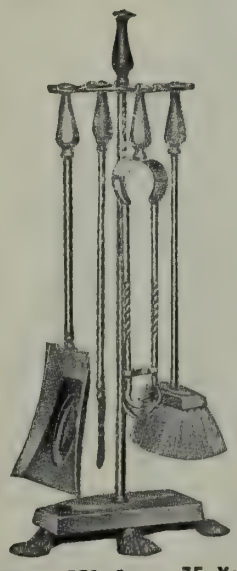
Head Office: London, Ont. Warehouse: Vancouver, B.C.
Factories: London, Strathroy, Tilbury.



MAYMORE

BRASS Fire Sets, Fenders, Screens, Kettles, Gongs, Etc.

Finish and Design our Specialty



You Should See Our New and Up-to Date Line of Furnishing Goods

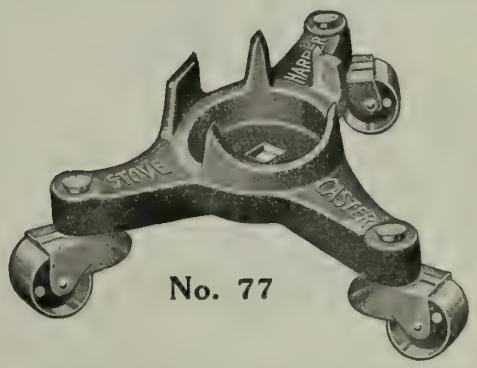
Write For Catalog

Thomas W. Kirby 75 Yonge St. Arcade Toronto

Canadian Agents for

MAY & PADMORE Ltd BIRMINGHAM ENG.

Don't Lose Stove Sales!



If your stoves are good ones you should not. And the reason you are losing sales is probably one of display. Your customers are not being shown the back, front, sides, inside and outside of your stoves. You may be showing them a dismal regiment standing on some dark, dusty platform.

The Harper No. 77 "Handy" Castertruck will provide an inexpensive way to fitting each stove on handy rollers, making it possible to wheel the stove to your customer and the light, where things can be seen.

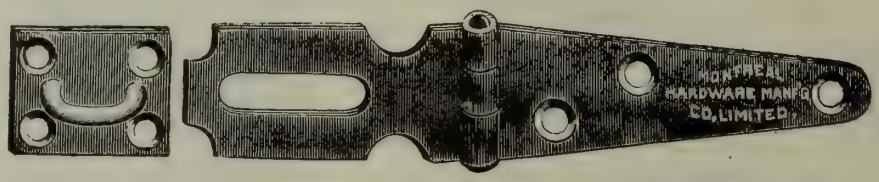
You'll sell stoves then. Write your jobber or direct to

Chicago Hardware Foundry Co.
North Chicago, Ill.

In The Interests Of Your Customers

You Should Stock This M. H. Line

PROMPT SHIPMENTS



BEST PRICES

Hinge Hasps

Every article manufactured by us carries our guarantee. Best Materials—Honest Workmanship—Finest Finish. M. H. Goods are made in Canada and will please your trade.

Montreal Hardware Manufacturing Co., Limited, Montreal

YOU

will need Galvanized Sheets, Black Steel Sheets, Tin Plate, Canada Plate, Solder, etc., etc., to fill the orders that will come to you at this season of the year to be filled quickly.

Our Stock Card

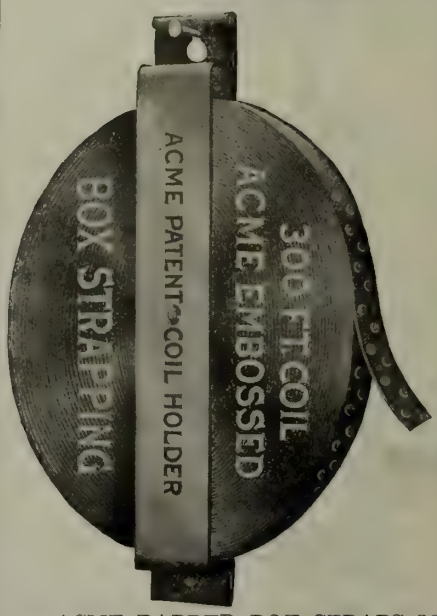
shows you that in all gauges, widths and lengths we can take care of your orders and we ship promptly.

Send your orders for these Goods as well as Metal Shingles, Sidings, Ceilings and Corrugated Iron.

Winnipeg Ceiling & Roofing Co., Ltd.

P.O. Box 2186 H. WINNIPEG, MAN.

ACME



EMBOSSED BOX STRAP

THE BEST STRAP FOR ALL PURPOSES. PUT UP IN COILS OF CONVENIENT SIZE ON INDIVIDUAL COIL HOLDERS.

EASY TO APPLY. HOLDS LIKE A VISE.

ACME EMBOSSED SELLS QUICKLY AND IS A PROFITABLE ITEM OF ANY HARDWARE STOCK.

ACME BARBED BOX STRAPS MADE IN 15 DIFFERENT SIZES AND PATTERNS.

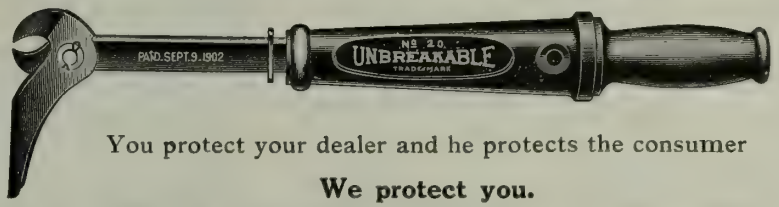
WRITE FOR CATALOG AND PARTICULARS

J. E. BEAUCHAMP & CO.

133 CORISTINE BLDG. - MONTREAL

Figure it out for yourself whether it pays to handle a Strictly Guaranteed Nail Puller

The No. 20 Unbreakable is guaranteed for five years.



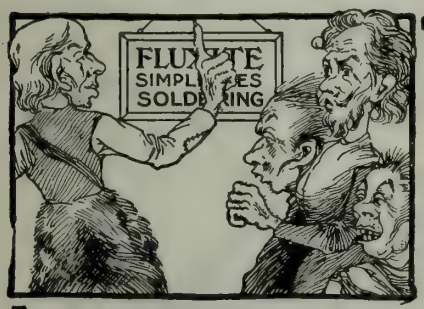
Write for circulars and prices.

You protect your dealer and he protects the consumer

We protect you.

The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn., U.S.A.

Canadian Representative: PRESCOTT W. ROBINSON, 288 St. Paul Street, Montreal, Canada



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics **will** have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

THE CONNOR

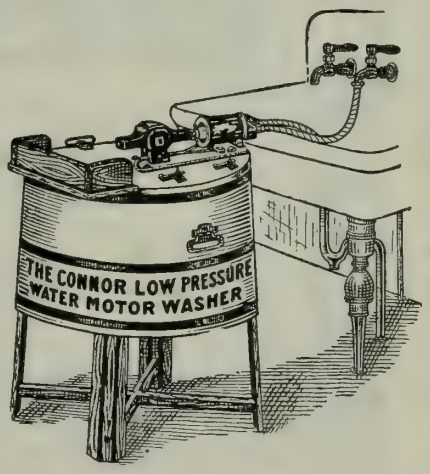
Low Pressure Water Motor Washer

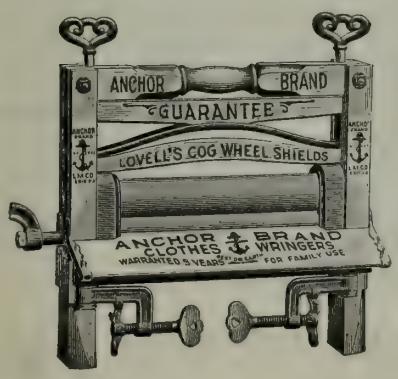
is guaranteed to operate successfully on 20 lbs. water pressure and to produce more power or strokes per minute than any other motor. This machine will do the washing when other motors fail to operate without any load.

Manufactured by

J. H. CONNOR & SON, Limited

OTTAWA, ONT.





No More Rusty Screws

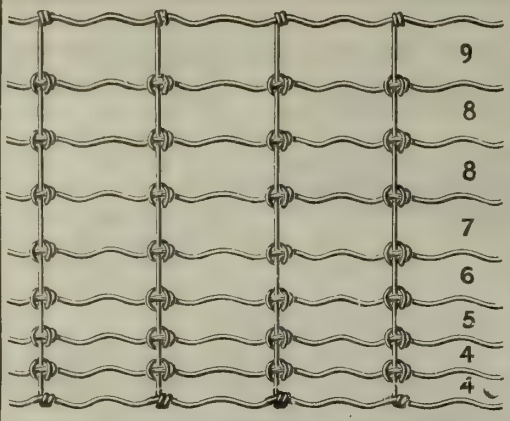
We now electro galvanize our pressure screws, clamp screws, and steel ball bearings. This positively prevents rust from forming on

"ANCHOR BRAND" WRINGERS

Remember that this electro galvanizing is done after the screw threads are cut. Remember that it is a thick, tight, tough coating that adds to appearance. Let us tell you all about "Anchor Brand" Wringers. Write for catalogue No. 7.

Lovell Mfg. Co.

Erie, Pennsylvania



To Meet The Requirements of Those Who Want a Cheap Bush or Portable Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

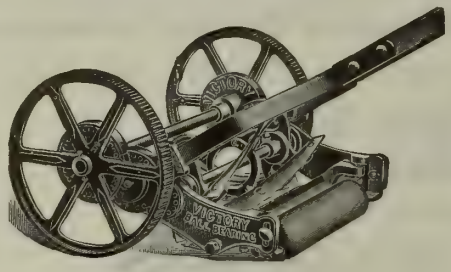
The **"Monarch"** has the **best ring lock in Canada,** and **cannot slip or come loose.**

Do not lose a sale by being unable to supply a fence like this—send us a trial order NOW.

Write for catalog and prices.

OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

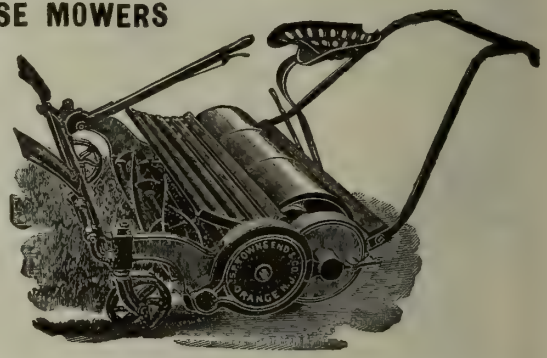


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



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S. P. Townsend & Co.

ORANGE, N. J.

Every Buyer of

D. PERES Barrel Brand CUTLERY

Is a Satisfied Customer

because he or she gets an exceptionally good quality at a reasonable price.

"Barrel Brand" Cutlery is artistically designed and splendidly finished—it attracts attention—and practically sells itself.

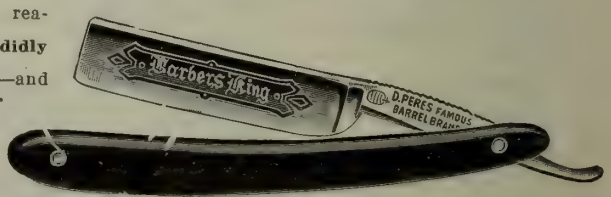
Send a trial order—get acquainted with its selling qualities—and you will become our steady customer. **Absolutely guaranteed.**

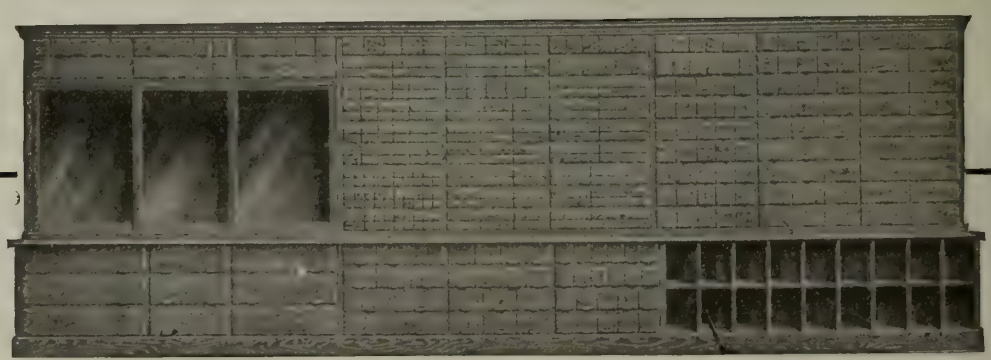
Canadian Agents:

GREEFF-BREDT & CO., TORONTO

Western Office: Feilman & Jardine
222 Portage Ave., Winnipeg

Razors, Pocket Knives and Scissors





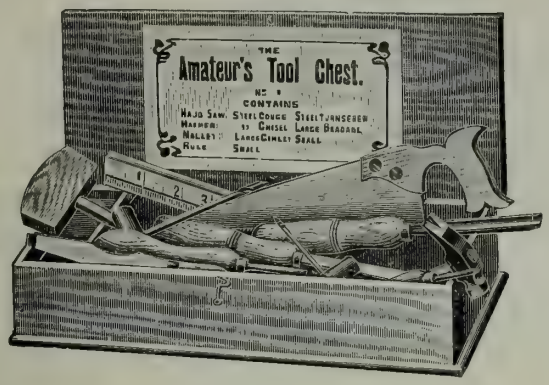
Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



Robert Sorby & Sons
Limited

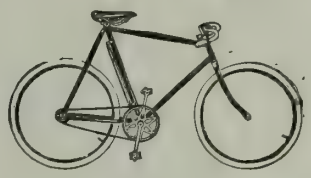
Sheffield

Juvenile tool chests make excellent Xmas presents. We have 46 varieties ranging in price from 32c to $80.00 each list. Let us have your orders.

The Geo. H. Saywell Co.

Winnipeg

"Flying Wheels"



NO CYCLE will give greater satisfaction to your customers than a "Flying Wheel!" And no other cycle of equal quality will show a better profit to yourself!

OVER 20 YEARS' REPUTATION at back of "Flying Wheels," and a lifetime's experience of the building of High Grade Bicycles! Although distinctly high grade, "Flying Wheels" cost no more than cheap cycles.

Full particulars on request. Agents wanted where not appointed. A splendid opportunitv!

FULWELL CYCLE CO.

COVENTRY, ENGLAND

OR

FRANK D. C. RICHARDS

LOMBARD BUILDING

70 Lombard Street TORONTO

Q TRADE MARK T

(QUARTER TURN)

HOT WATER RADIATOR VALVES

(PATENTED)

Fig. 450

These valves are neat and handsome in appearance and are endorsed by the leading Architects and Engineers throughout the World. They are fitted with Indicating T Handles and close with a quarter turn. Every valve is thoroughly tested before leaving the factory and the Trade Mark, Q-T, as shown above, guarantees satisfaction. Supplied with rough body, polished trimmings, nickel plated all over, hardwood tips on handle.

Union Elbows. Made for use with Q-T Valves.

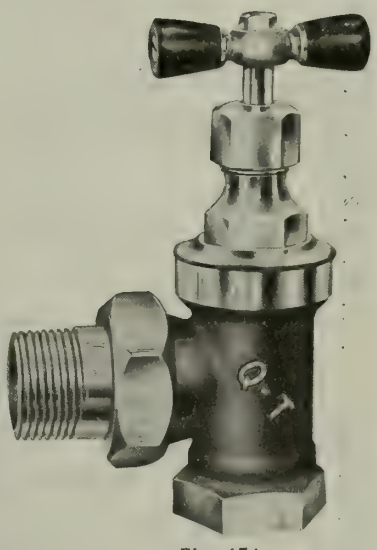
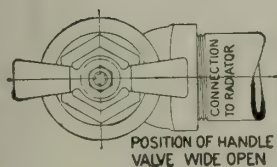


Fig. 451



Stocked by the principal jobbers and manufacturers of Heating Apparatus.

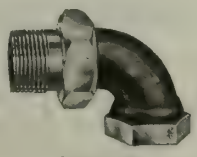
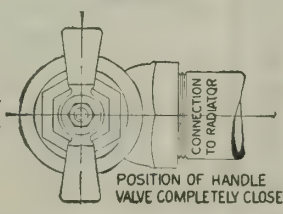


Fig. 452

Write us for further particulars concerning Q. T. Valves.



SOLE MANUFACTURERS

103 ST. REMI STREET **JENKINS BROS., Limited, MONTREAL**

MONTREAL MILL OPERATED SINCE 1825

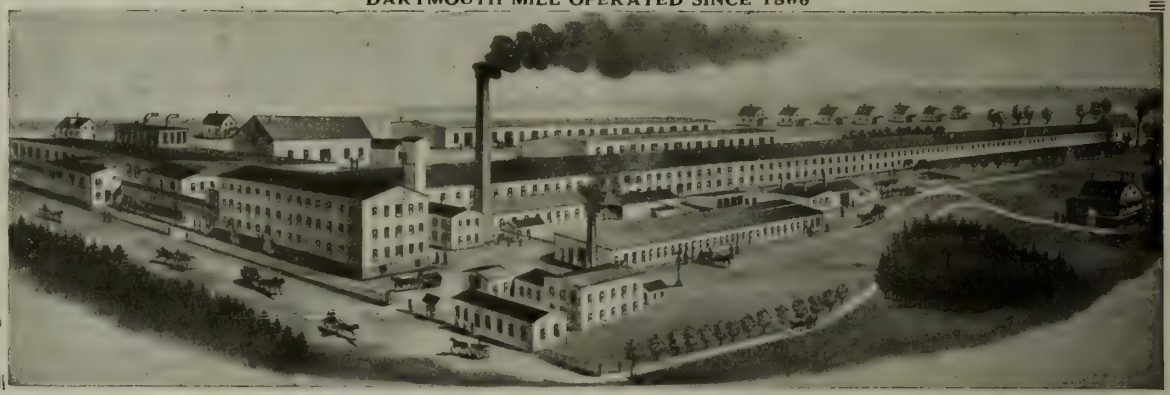
Manila, Sisal, Italian, Russian, Jute, COREAGE, CLOTHES LINES, TARRED GOODS, PACKINGS, TWINES, Etc.

Consumers Cordage Company, Limited

HEAD OFFICE
MONTREAL.

Mills : Montreal and Dartmouth.
Branches: St. John, N.B., and Toronto.
Agencies: F. H. Andrews & Son, Quebec. MacGowan & Co., Vancouver. Tees & Persse, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton.

DARTMOUTH MILL OPERATED SINCE 1866



One of the Largest Users of Babbitt Metals in the Dominion states:—

IMPERIAL GENUINE is the BEST BABBITT

he ever used

Imperial Genuine is the highest grade of Babbitt made

Imperial Genuine Flows Freely Will Not Shrink Contains No Lead

We Manufacture BABBITT METALS of QUALITY

HARRIS "The Babbitt Metal without a fault"
HEAVY Is a favorite with the Engineer
PRESSURE Is the Best Babbitt for all General Machinery Bearings

We Manufacture Solder, Lead Pipe, Traps and Bends, Brass Ferrules, Soldering Nipples, and all Plumbers' Supplies, and carry in Stock

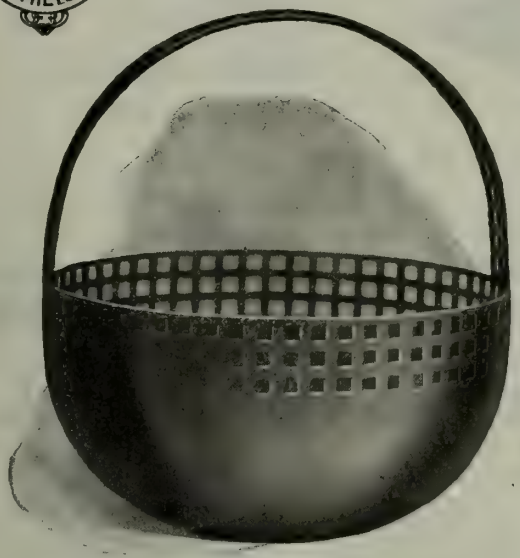
ALL INGOT METALS

EVERY HARDWARE MAN IN THE DOMINION SHOULD GET OUR PRICES

THE CANADA METAL COMPANY, LIMITED

Head Office and Factory: **TORONTO** **Branch Factories** **MONTREAL WINNIPEG**

Consistent Good Quality



Brushed Brass or Rich Gilt.
AM 5606 Height 7 inches. AM 5607 Height 5½ inches.

Our Fern Baskets and Tea Kettles

are articles that are certain to attract public attention on account of their beautified finish and artistic design. **They sell well and make satisfied customers everywhere.**

AM 5622. Polished Brass or Nickel Plated. 1 quart.
AM 5623. With Wood Handle.

Our catalog contains our complete line of quick selling brass ware.

Every aggressive dealer should write for it at once so as to look over our goods carefully before placing Christmas order.

Drop us a card now.

Chadwick Brass Co., Limited

HAMILTON, ONTARIO

Tank Heaters

Our Standard Tank Heater No. 214

Two Sizes

Size 1: Diameter, 16 inches. Shipping weight, 40 lbs.

Size 2: Diameter, 19 inches. Shipping weight, 60 lbs.

The heater shown here is made of galvanized steel, both body and bottom, and will last much longer than those made of common black steel. The Standard Heater has a hinged grate, so that one-half can be raised with the poker and the ashes taken out without putting out the fire. Long, straight-handled shovel and poker furnished with each heater. Height of both sizes, 24 inches.

Our Harvard Tank Heater No. 215

Two Sizes

Size 1: 16 inches diameter. Shipping weight, 50 lbs.

Size 2: 19 inches diameter. Shipping weight, 70 lbs.

The Harvard Heater is warranted not to leak. Has a basket grate. The fire can be taken out with the grate and replaced, thus saving the trouble of re-kindling. Special long-handled shovel and poker furnished with each Heater. Height of both sizes, 24 inches.

Our Black Jack Tank Heater No. 221

Two Sizes

Basket Grate

Size 1: Diameter, 14 inches. Shipping weight, 110 lbs.

Size 2: Diameter, 17 inches. Shipping weight, 140 lbs.

The body casting is one piece, making it durable and lasting. This heater is furnished with basket grate. Height of either size, 24 inches.

Write for prices.

Hunt, Helm, Ferris & Co.

178 Hunt St., Harvard, Ill., U.S.A

Agents for Western Canada:
Merchants Hardware Specialties Co., Calgary, Alberta.
MacKenzie Brothers, Winnipeg, Manitoba.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

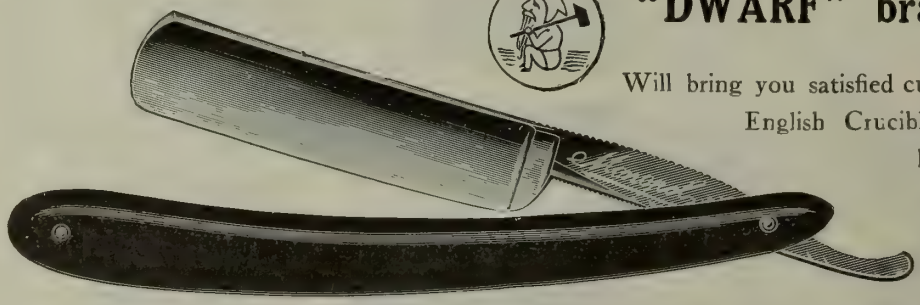
THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

Friedr. Baurmann & Sons, Solingen, Germany
Manufacturers of High Grade Razors and Safety Razors

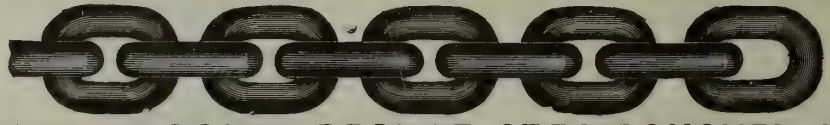


"DWARF" brand RAZORS

Will bring you satisfied customers. Made of the best English Crucible Steel—guaranteed hand forged and hand ground—very carefully tempered by special secret process ensuring highest results.

Write for our Catalogue.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

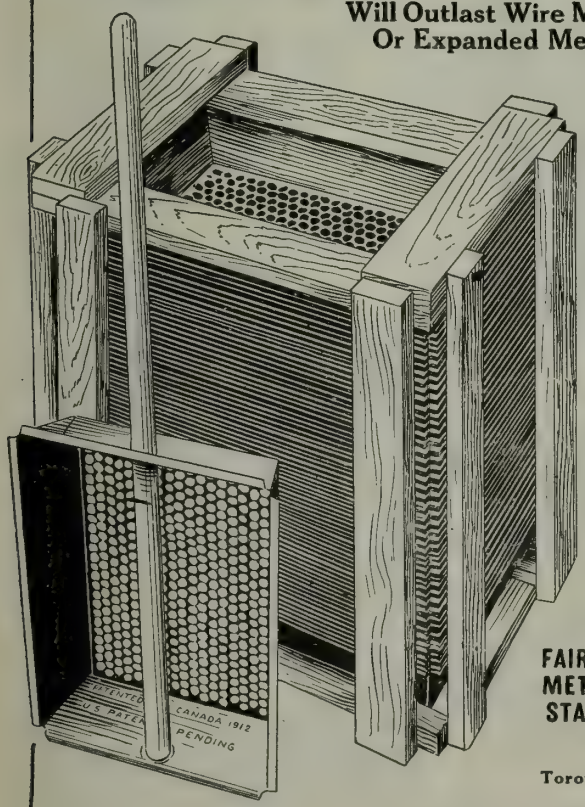
A Summary—
pertaining to
KLEIN tools

KLEIN tools are good tools. 55 years ago when we started business, the founder of the business, Mr. Mathias Klien, said, "what we make, we'll make good" and we always have. To-day Klein tools are used all over the world. In 1857 we had a little basement room where the first work was done; to-day, we have two large modern and well equipped factories. Our line of linemen's construction tools is very complete. We would like to count you as one of our customers.
Write for a catalog and let us get acquainted.

Mathias Klein & Sons
Station U 34
Chicago, Illinois

Fairgrieve's Lightning Ash Sifter

Will Outlast Wire Mesh Or Expanded Metal



All Metal.
One Piece.
See your Jobber.
Good Profit.

FAIRGRIEVE METAL & STAMPING CO.
Toronto, Ont.

The YALE way of closing doors

Your customers must decide between—
a door that stands open, letting in draughts, dust, noises and odors—
a door closed by a spring, with a nerve-racking slam—and
a door equipped with a Yale Door Check: a door closer that never forgets; that noiselessly and unfailingly shuts the door every time it is opened.

Help your trade decide by talking the Yale. Every Yale decision means profit for you and satisfaction for your customers.

Canadian Yale & Towne Limited
Makers of Yale Products in Canada:
Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists
General Offices and Works: St. Catharines, Ont.

P. S. & W. TRADE MARK TOOLS GUARANTEED

The MARK of the MAKER Guarantees P. S. & W. Hand Tools

THIS trade-mark identifies the largest line of hand-tools for Carpenters, Machinists, Electricians, Tinsmiths, etc., offered by any one manufacturer. Every item bearing this mark is fully guaranteed.

The following jobbers handle P. S. & W. Tools and will no doubt order any tool you wish, if they haven't it already in stock. If you find it hard to secure P. S. & W. Tools, write us.

Calgary—J. H. Ashdown Hdwe. Co., Ltd.; Wood, Vallance & Adams, Ltd. **Hamilton**—Wood-Vallance, Ltd. **London**—D. H. Howden & Co., Ltd.; Hobbs Hdwe. Co., Ltd. **Montreal**—Caverhill & Learmont; Frothingham & Workman, Ltd.; L. H. Heberte & Cie, Lte.; Lewis Bros., Ltd. **Saskatoon**—J. H. Ashdown Hdwe. Co., Ltd. **Toronto**—H. S. Howland Sons & Co.; Kennedy Hdwe. Co., Ltd.; Rice, Lewis & Son, Ltd. **Winnipeg**—J. H. Ashdown Hdwe. Co.; Merrick-Anderson Co.; Miller-Morse Hdwe. Co., Ltd.; Wood, Vallance Co., Ltd.

Send for Hand-Tool Catalog 12-B, listing and describing the complete line.

The Peck, Stow & Wilcox Co. **Manufacturers of Mechanics' Hand-Tools, Tinsmiths' Machines, Builders' and General Hardware.** Established 1819

Address 29 Murray St., New York, N. Y., U.S.A.

Easily Operated, Easy on Clothes, No Weak Parts.

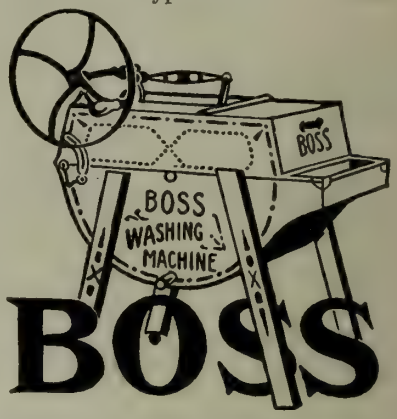
A Big Value Washer That Sells Quickly

If you are not handling the Boss Washer you are losing a good, substantial profit.

This is a washer that "makes good" everywhere. **Over a million in use.**

Made of Louisiana Red Cypress—it will neither warp or spilt.

Our line of high grade **Woodenware, Brooms, Brushes, Willow Ware,** etc., will also prove reliable and very profitable.



BOSS

Ask for catalog.

WALTER WOODS & CO.

Hamilton and Winnipeg

CLOTHES DRYERS

Iron, Bake and Sleeve Boards, Ladders, Etc.

The Stratford Lines give complete satisfaction because high-grade material and expert workmanship are embodied in their manufacture. A most desirable profit awaits you.

The Stratford Mfg. Co., Ltd.
Stratford, Ont.

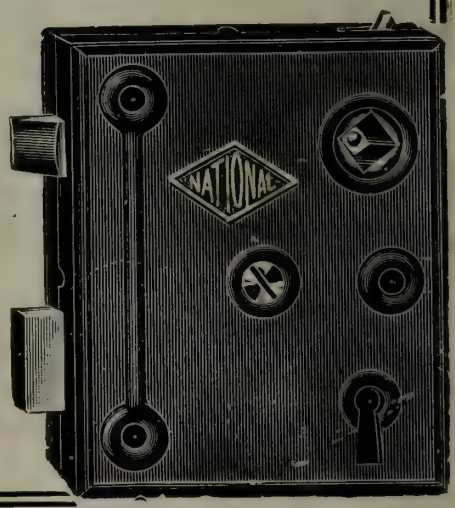
Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Maritime Provinces—J. H. Hanson Tilley Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

National Steel Rim Lock

STRONGEST AND SAFEST

Made of the highest quality steel, the "National" is the most durable rim lock made, and is the lock which perfectly satisfies modern requirements.

Write us for particulars and prices.



NATIONAL HARDWARE CO., Limited
ORILLIA, ONT. CANADA

Amatite ROOFING

Why Practical Men Demand Amatite

Roofing that needs paint every two years can't hold the market against Amatite—which needs no paint whatever.

Practical men know the great advantage of a roof that needs no painting. They know what a nuisance the painting is. They know how much it costs. They know how liable they are to neglect to paint their roofs at the proper time.

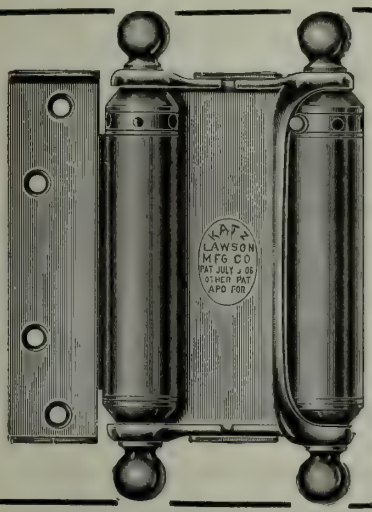
Painted roofings are waterproof only where the paint is. Amatite is waterproof all the way through.

Amatite is sold in the usual convenient rolls of 110 square feet with a smooth lap where the mineral surface is omitted, so as to secure a tight joint. Nails and cement are packed in the centre of each roll.

Free sample and booklet on request to the nearest office.

The Paterson Mfg. Co., Limited

Montreal Toronto Winnipeg Vancouver
St. John, N.B. Halifax, N.S. Sydney, N.S.



TRADE MARK
"KATZ"

Reg. U. S. Pat. Office

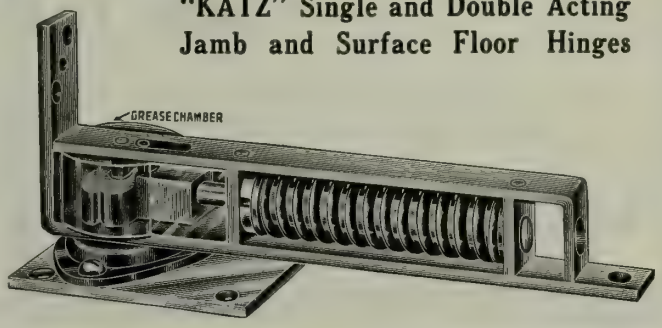
Single or Double Acting Spring Jamb Hinges swing the door on the true bearings (always did). Buy KATZ hinges, they represent the utmost efficiency in hinge construction.

Lawson Mfg. Co.

CHICAGO
215 W. Huron St.
New York - Philadelphia

Who Can Beat Them?

"KATZ" Single and Double Acting Jamb and Surface Floor Hinges



Those Who Know

Cane's Washboards

Always Specify Them

Because They are Right in Price and Give the Best Service

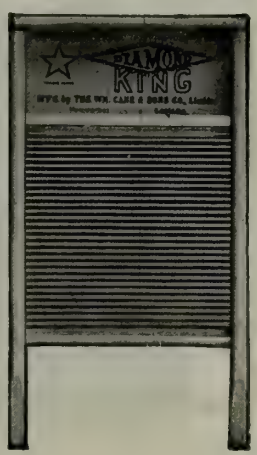
Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.

LIMITED
NEWMARKET, ONT.



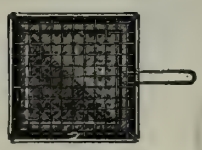
Wire and Sheet Metal Goods

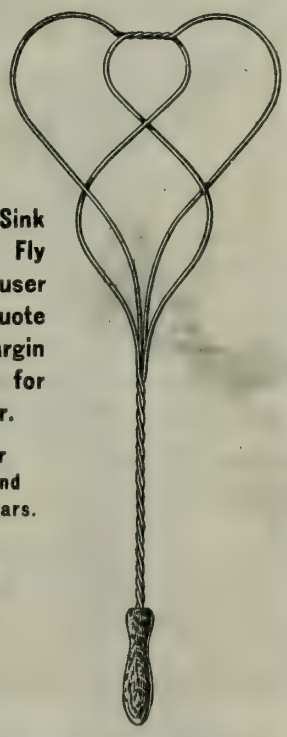
That Pay Good Profits

A Splendid Quality For Your Notion Counter

We manufacture

Potato Mashers, Electric Egg Beaters, Toasters, Flue Stops, Sink Strainers, Carpet Beaters, Fly Killers, Vegetable Sifters, Trouser Hangers, etc., on which we quote prices that have a splendid margin for profit for the dealer.





Write for Catalog and full particulars.

Andrews Wire Works of Canada, Ltd.

Watford, Ont. - - Rockford, Ill.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

GALT, CANADA

SELL

STILL'S

Pick, Sledge and Hammer Handles

The Quality Assures Satisfaction and Re-Orders

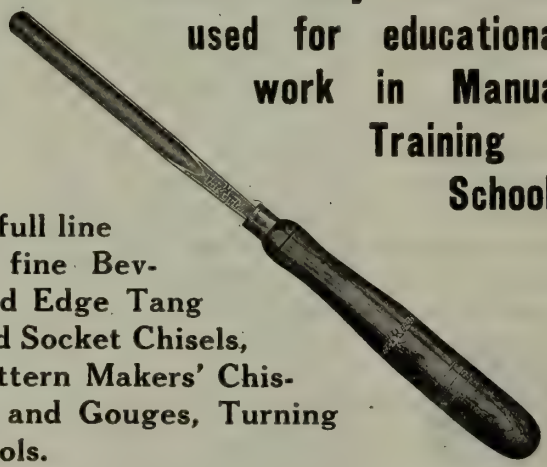
Made of first class hickory; well seasoned. Shaped and finished by experts.

Why not stock and boost these reliable handles now? They pay a good substantial prof

J. H. STILL MFG. CO., Ltd.

ST. THOMAS, ONT.

Tools Stamped with the Buck's Head Admitted duty free when used for educational work in Manual Training Schools



A full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools.

The most complete assortment of Carving Tools to be found in the United States.

Send for our Catalogue.

BUCK BROTHERS

Millbury, - - Mass., U.S.A

Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit

This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

CHAIN

The James McKay Company
PITTSBURGH

Proof Coil Chain

B. B. Coil Chain

B. B. B. Coil Chain

Dredge Chain, etc. etc.

B. & S. H. THOMPSON & CO.
Limited
SALES AGENTS FOR CANADA
MONTREAL TORONTO WINNIPEG

Why buy the "Near" Brand when the "Best" is Procurable?

The L. Martin Co.

Old Standard, Eagle
Pyramid and Globe

GERMANTOWN LAMP BLACK

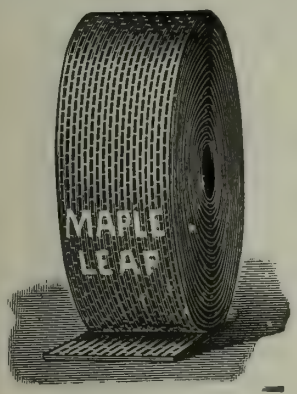
IS THE BEST AND HAS BEEN FOR OVER SIXTY YEARS.

When we originated Germantown Lamp Black at our factory in Germantown, Philadelphia, we little realized that it would become the STANDARD of the Trade and that in order to market their Blacks every other manufacturer would have to use that name, or else make something better.

THINK IT OVER
FOUR FACTORIES

PHILADELPHIA CINCINNATI
JOHNSONBURG LONDON, ENG.

MAIN OFFICE—81 FULTON ST., NEW YORK



To The Hardware Trade

Look over your stock and send your orders in NOW for

"Maple Leaf" Belting and Belt Dressing

so as to insure delivery within a reasonable time.

Manufactured only by the

Dominion Belting Co., Limited
HAMILTON - CANADA

THE PERFECTION ELEVATING CLOTHES BAR

Takes up no Floor Space and Practically no Wall Space When Not in Use

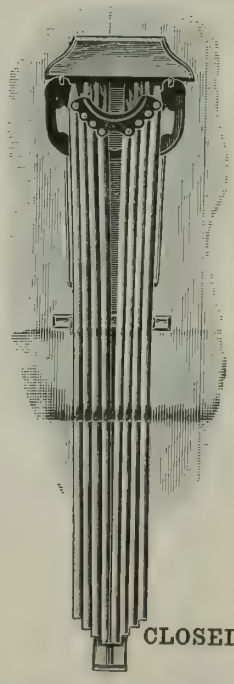
After it is filled it can be raised out of the way.

Long service is assured because the Perfection is made of good material.

We also make **Rocking Horses, Triangle Boards, Crokinole Boards, Coat Hangers, Pastry Boards, Bread Boards, Folding Clothes Bars, etc.**

We have a big money-making proposition to offer every dealer.

Very Liberal Terms.



The Schultz Bros. Co., Limited
Brantford, Ont.

Avoid Accidents by Using

Star Hack Saw Blades

known for over a quarter of a century as the standard of excellence in hack saws.

The sales of **Star** Blades have grown steadily, because the longer they are used the more conclusively is their sterling merit demonstrated.

They're convenient, too. A Star 14-teeth Blade can be used for all classes of work except very light work. For tubing 1-16 in. thick or less, use Star Blades 21 teeth to the inch.

If you don't know Star Blades, give them a fair trial. It would pay you to do so.

Catalog free on request.

Millers Falls Company
28 Warren Street
New York

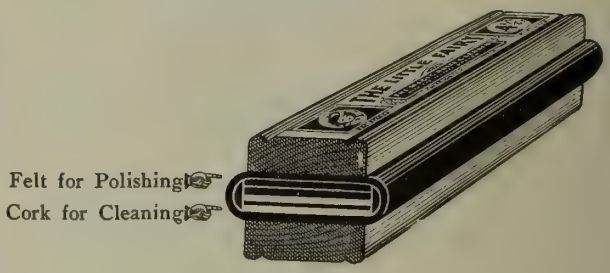
Two Styles Meet All Demands

THE KNIFE CLEANER

with the largest demand and sale of any Cleaner ever invented.

Special offer to Canadian buyers:

I will ship, free, Toronto, 2 gross of the Little Fairy Knife-cleaners, **Patented, for 8 dollars per gross, cash** on delivery.



A combination of felt and cork; it will clean, remove stains, sharpen, and will polish knives quicker and with a more brilliant, velvety polish than any machine, board or cleaner.

Samples with pleasure, or 2 dozen mailed on receipt of 1 dollar.

I am the largest manufacturer of Knife Cleaners in England, including The Wizard, The Sun and The Caly.

WILLIAM MACKAY
104 RENFREW STREET, GLASGOW

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout Six-Inch Stroke

This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR BIG FREE CATALOGUE

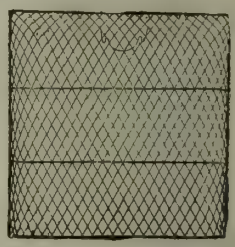
The Aylmer Pump & Scale Co., Limited
AYLMER, ONTARIO

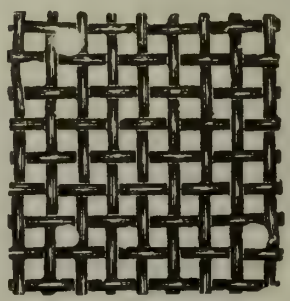
We are headquarters for

SPARK PROOF FIRE GUARDS

You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.** Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.

Send for illustrated price list





Manufacturers of **Double Crimped Wire Cloth and Wire Screening** for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

REPRESENTATIVES:

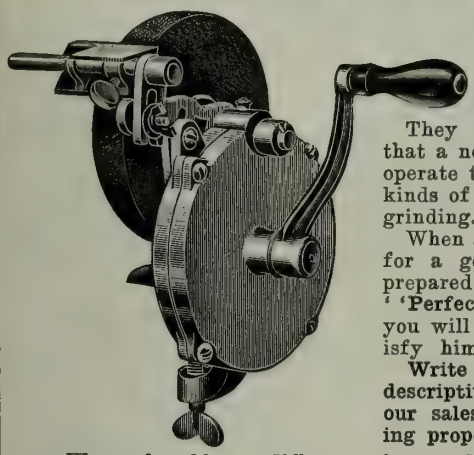
Jas. S. Parkes, P. O. Box 42, St. Henri, Montreal.
D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse, of Alberta, Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B.C.

Canada Wire & Iron Goods Co.
HAMILTON

Grinder Buyers Will Appreciate

The Improved and Patented Features of

PERFECTION GRINDERS



They are so simple that a novice can easily operate them and do all kinds of sharpening and grinding.

When a customer calls for a good grinder be prepared to sell him the "Perfection" — then you will be sure to satisfy him.

Write us to-day for descriptive circular and our sales doubling selling proposition.

We make fifteen different sizes and styles for all purposes.

Special features for carpenters.

STAR SPECIALTY MFG. CO.

227-233 W. Erie St. CHICAGO

Formerly: El Starr Manufacturing Co.

Canadian Representative:
T. Mortimer, Empire Bldg., Toronto, Can.

¶ Here are two Pilabrasgo Products that are not only remarkably efficient, but *splendid sellers,* as well.

Lily Tint and Ecru Tint Lighting Glassware

¶ They are, in fact, nothing more or less than our famous Delica White, plus a dainty application of color—pale green in one case, ecru in the other.

¶ When we tell you that our factory is **pushed to its capacity** to keep even with our orders on these wares, we are telling the **literal truth.** You'll find them **strong.** Write for catalogue.

The Pittsburgh Lamp Brass & Glass Co. of Canada, Limited

119 Wortley Road, London, Ontario.

PILABRASGO

R. E. Davis Representative

These "CADILLAC" Lines

Pay a Most Desirable Profit and Always Satisfy the Trade.

A trial will convince you that these lines are big money-makers.

The "CADILLAC Electric Vacuum Cleaner is a low-priced machine that is absolutely efficient and easily operated. Any woman or child can easily handle it—the total weight being only eight pounds.

Will give long service. Fully guaranteed. Several models, retail prices from $25.00 to $35.00.

"CADILLAC" Vacuum Cleaner and Carpet Sweeper Combined. This is a powerful, easily operated, light machine which is adapted to every need in the home.

Will last a life-time. No parts to get out of order.

Takes the place of the ordinary carpet sweeper and produces better results.

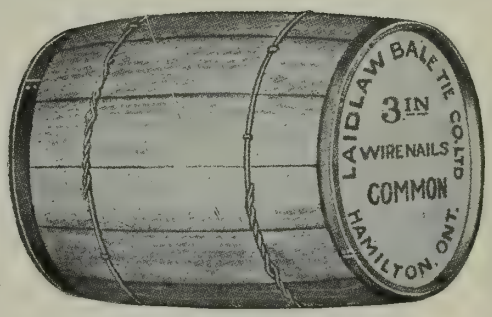
A number of styles, retail prices from $9.50 to $14.00.

Write for Circulars

The Clements Mfg. Co., Limited

76 Duchess Street, Toronto

If You Want to Handle



WIRE NAILS

OF SUPERIOR QUALITY

CONSULT US AT ONCE

We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

THE LAIDLAW BALE-TIE COMPANY, LIMITED

HAMILTON - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

BATHROOM FIXTURES
of Quality

MADE BY

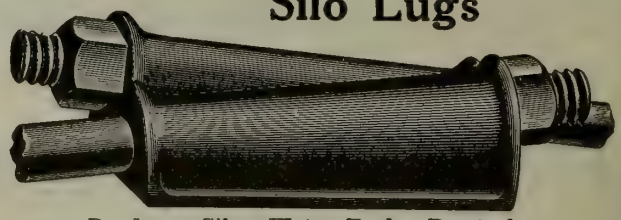
KINZINGER, BRUCE & CO.

LIMITED

NIAGARA FALLS, CANADA

Catalogue on request

Silo Lugs



Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

Otterville Mfg. Co'y., Limited

OTTERVILLE, ONTARIO

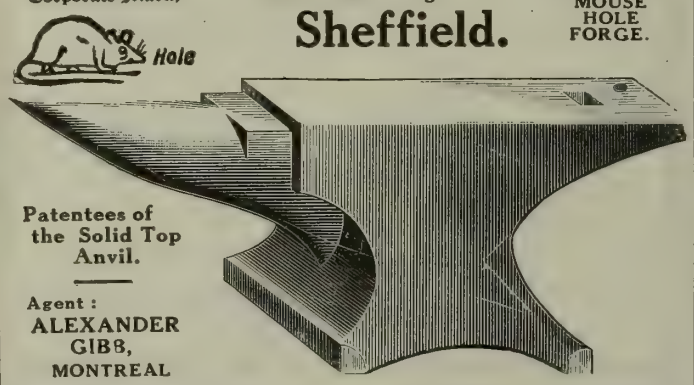
BROOKS & COOPER,

Corporate Mark. Mousehole Forge

Sheffield.

Trade Mark.

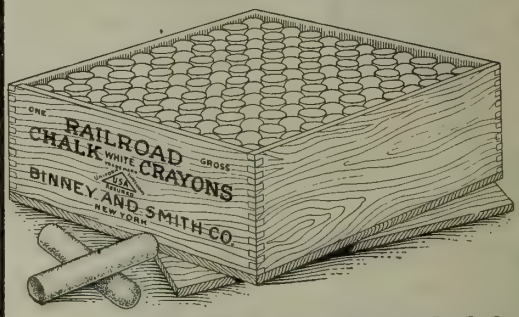
M. & H. ARMITAGE MOUSE HOLE FORGE.



Patentees of the Solid Top Anvil.

Agent: ALEXANDER GIBB, MONTREAL

CRAYONS FOR EVERY USE



Mill Crayon,
School Chalk,
Lumber Crayon,
Railroad Crayon,
Carpenters' Chalk,
Wax Crayon.

BINNEY & SMITH CO.

81-83 Fulton Street NEW YORK

The Daisy Ash Sifter

Assures Quick Sales

No dust when sifting, very easy to handle, and made from the very best material

The cheapest ash sifter on the market. **Sold by all leading jobbers. Price $7.80 a dozen.**

Manufactured by

SOREN BROS.

Toronto, Canada

Samuels Dustless Ash Sifter

is the sifter your customers are demanding, and it will pay you to satisfy them in this respect.

They want it because it minimizes labor, permits no waste and is positively dustless.

A turn of the handle and ashes sift into barrel. Unburned coal drops into scuttle.

Samuels' Dustless Ash Sifter cuts coal bills in two and lasts a life time.

For Sale by

Rice Lewis & Son, H. S. Howland & Sons, Kennedy Hardware Co., Toronto; Starke, Seybold, Limited, Montreal.

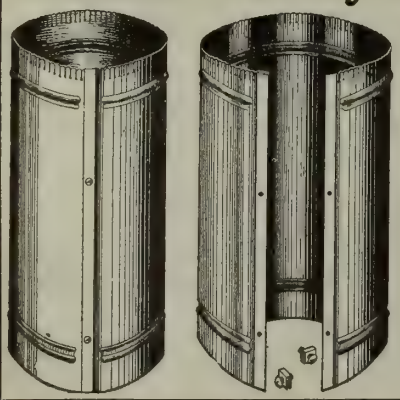
Particulars on Request.

Manufactured only by

J. SAMUELS TORONTO, ONT.

Collins Safety Stove Pipe

(Patent Pending)



Easily put together.

Gas tight and smoke tight.

Best quality on the market.

Shipped 25 in crate.

Write for Free Sample and Prices.

Collins Mfg. Co.

TORONTO

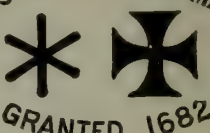
JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK



GRANTED 1682.

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

The "THERMO" Poultry Fountain

PATENTS PENDING

In the "Thermo" are embodied the principles of the "dead air space" and the double walls. These worked out into a practical idea, make the Thermo Fountain.

After trying out several styles of fountain construction we are free to say: That the "Thermo" meets the demand for a non-freezing fountain.

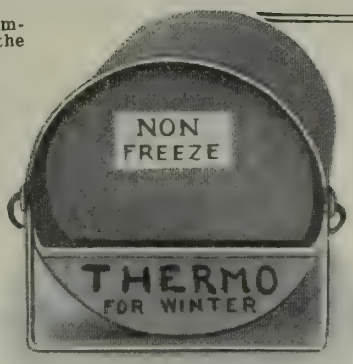
Stock it now. Every poultry raiser should have one.

Sample by post $2.00

Manufactured by

WILL. H. COTTON

SALEM, NEW YORK



BEAR BRAND LAMP BLACKS

The Bear Brand is the only Germantown Lampbla :

We are the Largest Producers and Shippers in the United States.

This Black is used by all consumers who are able to discriminate between a real lamp black and a substitute.

Wilckes Martin Wilckes Co., New York, N.Y., U.S.A.

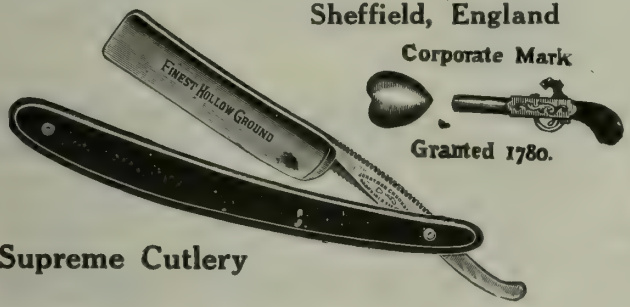
Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

Jonathan Crookes & Son

Sheffield, England

Corporate Mark

Granted 1780.



Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

SILO RODS

COUPLINGS, DOWEL PINS, CONSTRUCTION BOLTS, and DRIFT SPIKES

Prompt Shipments

LONDON, CANADA

Natural Gas Goods

of every description

at

T. F. BERMINGHAM'S

20 John Street South

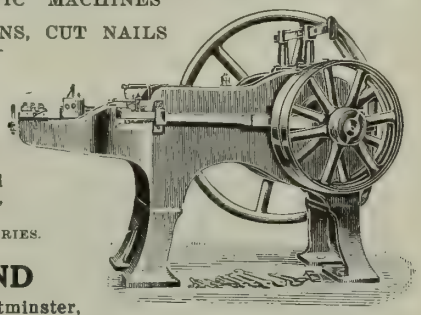
HAMILTON, ONT.

MODERN WIRE MACHINERY

COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING. Complete Plants for making ELECTRIC WELDED CHAIN. Up-to-date AUTOMATIC MACHINES for making:

BOLTS, COTTER PINS, CUT NAILS and TACKS, FURNITURE SPRINGS, HINGES, NAILS, RIVETS, SCREWS, STAPLES, WIRE NAILS, QUADRANGULAR MESH WIRE NETTING WIRE STRAIGHTENING and CUTTING MACHINES, ETC.

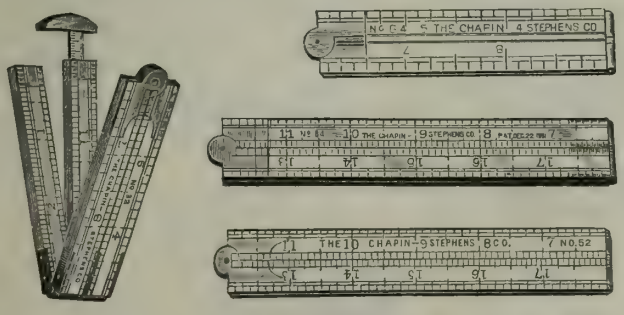
SEND YOUR ENQUIRIES.



RIVET PRESS

ED. BRAND

96 Victoria St., Westminster, S W. London, Eng.
Late of Manchester.
Cable Ad: Wyrellous, London.
Code used—A.B.C., 5th Edition.

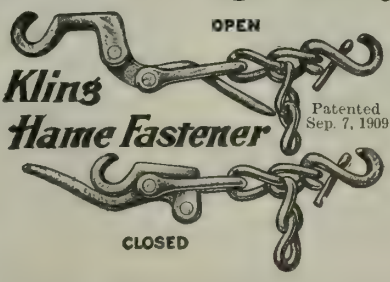


Rules

THE CHAPIN-STEPHENS CO.
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

SMITH HARDWARE CO., LTD., Agents, MONTREAL, CANADA

No Getting Away From It!



The King Home Fastener holds customers as well as horses. Anyone can attach it in a minute. Keeps the collar uniformly tight at all times. No matter how he lunges, the horse can't open it or break it. We refund the money for any that may be returned to our dealers. Costs you $2.25 a dozen from any jobber.

Look for "Kling" on the lever. Circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.

Sole manufacturers of the Klingsnap and Kling Hame Fastener
D. C. Ross & Co., 50 Colborne Street, Toronto, Ont.
Canadian Distributing Agents.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

BABBITT METAL.

SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

CLIPPERS.

PRIEST'S CLIPPERS

THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

HOOKS.

HOOKS Every style and size.
We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.
ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

COAT HOOKS.

Ask your dealer for
GOLD COIN WIRE HAT and COAT HOOKS
Made only by
JAMES & REID, Perth, Ont.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

LETTERS
White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto
NUMBERS

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

5½ Toronto Street, Toronto. — 52 Canada Life Bldg., Montreal.

HERCULES
SASH CORD

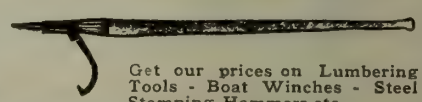
THE BEST MADE
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine
All Wholesale Dealers Sell Them

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Coal Bags
We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.



Get our prices on Lumbering Tools - Boat Winches - Steel Stamping Hammers etc.
ARGALL BROS., - - **General Ironworkers**
Estb. 1860 — **Three Rivers, P.Q.**

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Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
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Quality SLEDS
That Pay A Good Profit
Before stocking up for the winter drop us a card for descriptive catalogue and full particulars on our line.
Write to-day.
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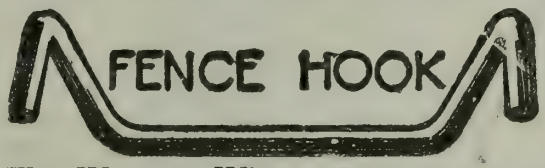
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.
The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK
For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.
SHEFFIELD, - ENGLAND
Manufacturers of
Table Cutlery,
Pocket Knives,
Scissors, Razors,
Spoons and Forks

Pat. Nov. 10, 1908

BUILT IN TWO SIZES
Standard (14 Quart Pail)
Janitor (22 Quart Pail)

Trade Mark
The Bulldog MOP WRINGER AND BUCKET COMBINED
The Best Proposition, from every point of view, on the market to-day.
Cedar Pails, Malleable Castings, Maple Rolls and Springs of No. 7 Steel Wire.
Great pressure is obtained by our DOUBLE LEVERS. Tested and approved by the Good Housekeeping Institute conducted by Good Housekeeping Magazine.
Manufactured by The Bushnell Novelty Co., Mansfield, Ohio, U.S.A.
Sold by Jobbers
WRITE US (we do no travelling) and we will be pleased to quote you prices.

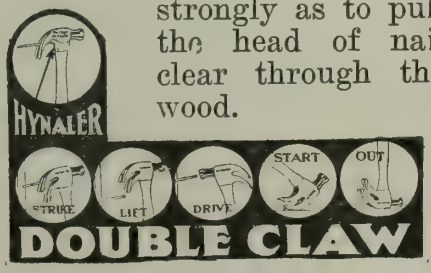
CARRIAGE SPRINGS & AXLES
ANCHOR BRAND
GUELPH AXLE WORKS
THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

FORD

An Auger Bit You Can Depend on. Fully Warranted
FORD AUGER BIT CO. HOLYOKE, MASS.

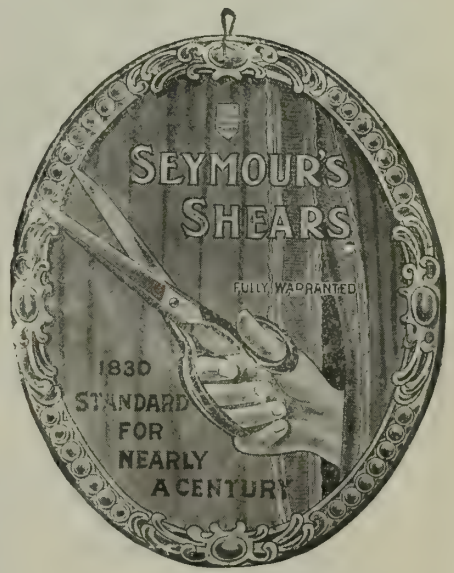
NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

Order the "HYNAILER"
Best single claw hammer ever made. Holds the nail for high, low or far across driving. Grips plain part of nail so strongly as to pull the head of nail clear through the wood.



ORDER THE "DOUBLE CLAW" Best Hammer ever made. Holds the nail for starting to drive where you cannot reach with two hands. Pulls the nail out straight without a block. All jobbers.

Manufactured by
DOUBLE CLAW HAMMER CO.
453 BROADWAY BROOKLYN, N.Y



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NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
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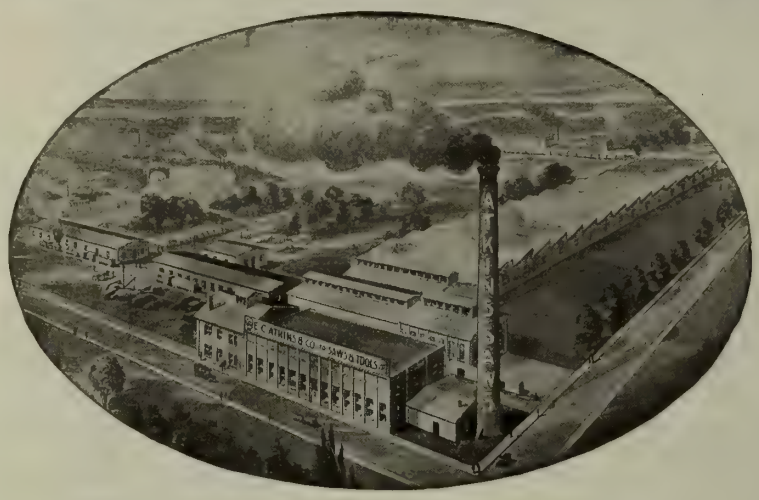
ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont. **Branch: Vancouver, B.C.**

We Create the Demand
You Supply It

That's how Iver Johnson prestige works

We drill Iver Johnson facts into millions of readers every week.
We make it impossible for Iver Johnson Revolvers to degenerate into dead stock.
We blaze the way for you to increase your firearms sales.
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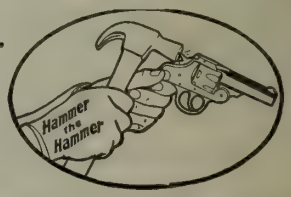
All Canadian jobbers carry Iver Johnson firearms.

Send for our Catalogue, and for one of our handsome metal signs.

Iver Johnson's Arms and Cycle Works

350 RIVER STREET, FITCHBURG, MASS, U.S.A.

Manufacturers of the Iver Johnson Champion Single Barrel Shotgun



Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word

BUSINESS CHANCES

FOR SALE—A FIRSTS-CLASS HARDWARE business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

HARDWARE STOCK, STOVES AND TINware; a great opportunity; thirty thousand turnover; no dead stock; about ten thousand stock. Must be sold at once. 100 per cent. on dollar. J. E. YOUNG & CO., London, Ont. (31tf)

FOR SALE—A FIRST-CLASS STOVE AND tinsmithing business, established 30 years. Stock and tools, etc., about $1.800.00, with an annual turnover of about $12,000.00. Located in a first-class farming section, with natural gas and hydro power. Box 828, Hardware & Metal, Toronto. (33tf)

FOR SALE—A FEW COMMON STOCK OF the Harriston Stove Co., Ltd. $100 par value for $75 a share, which books of company show when audited for 1911 and 1912 6½ and 7½ per cent. Box 29, Hardware & Metal, Toronto. (40)

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WANTED — MAN WITH PRACTICAL EXperience in plumbing and steamfitting trades. Must have good education and address. Spendid opportunity for man who can qualify. Box 768, Hardware and Metal, Toronto. (tf)

MANAGER FOR RETAIL DEPARTMENT, general hardware. Must be first-class man. Apply, stating experience and salary expected to Box 36, Hardware & Metal, Toronto. (39tf)

WANTED—A PLUMBER, A TINSMITH AND a hardware clerk. Cameron & Leacock, Smith's Falls, Ont. (39tf)

SITUATIONS WANTED

EXPERIENCED HARDWARE MAN WANTS position as manager or head clerk of retail business, good buyer. Experienced in electrical and plumbers' supplies. Speaks English and French. Real live salesman and total abstainer. Open for position at once. Box 25, Hardware and Metal, Toronto. (40)

WANTED—A POSITION TO LEARN THE hardware business in town or city. Am twenty years of age, weight one hundred and ninety pounds, height 6 feet. As to education and reputation, re. character, references furnished. Address Box 173, Clinton, Ont.

FOR SALE

FOR SALE—EIGHT NEW HERO WHITE Cloud Washing Machines, crated at $4.90 each, which price is less than manufacturers cost. Campbell & Ferguson, Ltd., Melita, Man. (42)

WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

PARTNERSHIP—GENTLEMAN, 28 YEARS of age, disposing of $4,000, possibly more if necessary, desires active partnership in sound business after January 1st, manufacturing preferred. Experienced salesman with excellent wholesale hardware connection from Halifax to Victoria. Occupying successfully managerial position in import business during last three years. Now seeking independence. Box 35, Hardware and Metal, Toronto. (42)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phrases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.50 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infiite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business, Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

TINSMITHS' HELPER AND PATTERN Book, by H. K. Vosburg. This useful handbook treats the simpler problems in pattern cutting, besides giving a variety of tables and information constantly needed by the mechanic. Section 1, pages 1-66. Diagrams and Patterns—Demonstrates by means of illustrations and descriptive text, about 50 examples of sheet metal pattern work, such as the method of cutting can breasts, flared tinware, scale scoops, oval boiler covers, lips for measures, elbow patterns, etc. Section 2, pages 69-88, Epitome of Mensuration.—Is compiled to meet the requirements of the tinner, describing how to find the area of a circle, the circumference of a circle, the contents of a sphere, a cylinder, a cone, etc. Section 3, pages 98-120, Tables, Rules and Recipes.—Gives the weights of sheet metals, including black sheet iron, sheet lead, and galvanized iron sheets with their dimensions, the weights of tin plates, sheet copper and sheet zinc, the weight of lead pipe per foot. Several pages are devoted to tables giving the areas and circumference of circles, the capacity of cans, the number of barrels in cisterns and tanks, sizes of tinware in form of frustum of a cone, etc., and practical recipes, including mixtures for solders of different kinds, soldering fluxes, and various cement. 120 pages, 53 figures. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

MEN WHO SELL THINGS. BY WALTER D. Moody, Business Manager of the Chicago Association of Commerce. An indispensable book for merchants, manufacturers, employers, salesmen and all who have goods of any kind to sell. The author forcibly sets forth such themes as how to approach men; how to create and develop the compelling personality, the genial address, the engaging presence of the energetic business-getter; how to attract, convince and sell a prospective customer under adverse conditions; how enmity may be turned into friendship, interest into desire, curiosity into sales, and sales into permanent custom. A few of the subjects discussed are: Right Kind of Salesmen; Specializing Efforts; Letters to the Trade; Getting the Price; Retail Salesmen; Sales Manager, etc. 205 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

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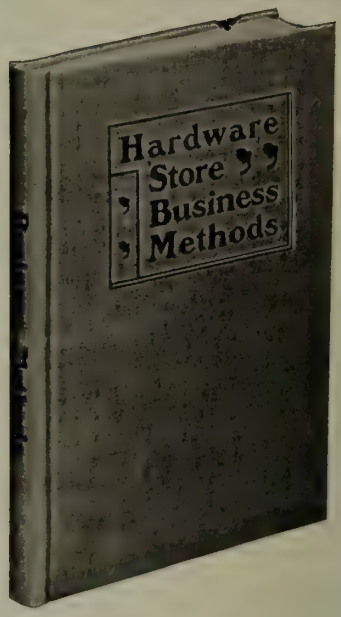
Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada

TORONTO

HARDWARE STORE BUSINESS METHODS

The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include:—Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price, post paid $1.10



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This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and centre of population in Canada. You can make from $5 to $10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

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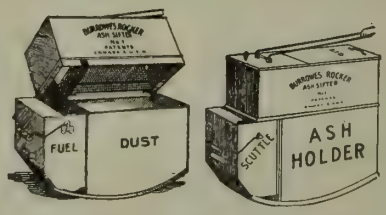

You Need It

You need this ash sifter because your customers need it. It will pay you to see that they get

The Burrowes Patent Dustless Rocker Ash Sifter

because other people have told them that it is really dustless and will justify every claim made for it. Try a few and see how quickly they will move. Write for prices, etc.

The Burrowes Mf'g Co.

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If you are not listed, or wish to change your headings, will you kindly advise us by letter, at once?

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CANADA'S ONLY WEEKLY HARDWARE PAPER

143-149 University Ave.

TORONTO, ONT.

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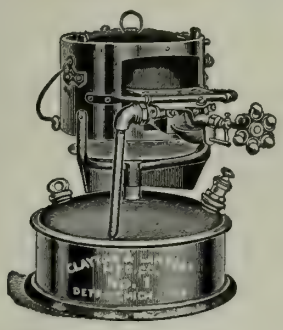
WHY NOT USE
ARCTIC METAL
in your bearings and have no wrong to right.
Tallman's reputation is in the goods.

Tallman Brass & Metal Co.
HAMILTON, ONT.



No. 1 Fire Pot
Price Each $7.80 Net
No. 5 Fire Pot (One size smaller) Price each $5.85 net.

A Gasoline Fire

Perfectly generated by a Torch or Fire Pot, which is durable, easy of operation and absolutely reliable is an ideal, up-to-date fire. The Clayton & Lambert Fire Pots and Torches are carefully constructed of high-grade material and thoroughly tested and inspected with gasoline and air before leaving the factory. The Torch tanks are seamless drawn brass from heavy gauge metal, thoroughly braced to withstand hard usage, and are fitted with special generator bronze burner and patented automatic brass pump, which, combined, make a Clayton & Lambert Fire Pot or Torch absolutely the best tool of its kind on the market.

Your nearest jobber will supply at factory price, or we will ship direct when cash accompanies the order. Send for Booklet illustrating and describing our full line. It's free.

Clayton & Lambert Mfg. Co.
DETROIT, MICH., U.S.A.

Table and Butchers' Knives

Manufactured from Sheffield steel, with strongly fixed handles, by

G. PERKINGTON

113 Broad Lane, Sheffield, Eng.

Shell Bolsters a specialty. For prices and samples apply to our sole agents (to the wholesale only).

Godfrey S. Pelton & Son
203 St. Nicholas Building, Montreal

The Summer over, Fall and Winter is cleaning time. Show Wonder-Shine. Counter display boxes are silent salesmen.

Wonder-Shine

Cleans without Rubbing.
SILVER, GOLD, PLATED WARE and CUT GLASS
ABSOLUTELY GUARANTEED
25c. size (1 and 3 doz. cases) $2.00 doz.
10c. size (3 and 6 doz. cases) 80c. doz.
(In counter display boxes)
All wholesales or direct to

STUART & FOSTER, Limited
Established 1882
KING AND BERKELEY STS., TORONTO
(Now owning and operating Wonder-Shine Limited)

Order To-Day. Sale Time NOW

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The International Nickel Company

WRITE US FOR PARTICULARS AND PRICES

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NEW YORK CITY

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High Grade

BAR IRON

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

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LONDON - ONTARIO
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Bird Cages.
E. T. Wright & Co., Hamilton.
Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.
Black Plates.
Deforest Sheet & Tinplate Co., Niles, O.
Black Sheets.
Deforest Sheet & Tinplate Co., Niles, O.
Bolts and Nuts.
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
Boilers and Radiators.
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
Hamilton Stove & Heater Co., Hamilton.
Bolts, Expansion.
Star Expansion Bolt Co., New York.
Books.
Technical Book Dept., MacLean Pub. Co., Toronto.
Box Strapping.
J. E. Beauchamp & Co., Montreal.
Braces
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Cleveland.
Stanley Rule & Level Co., New Britain.
Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.
Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg
Kinsinger Bruce & Co., Niagara Falls.
Tallman Brass & Metal Co., Hamilton.
Brass, Sheets, Tubes and Rods.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
Bread Racks.
Brantford Oven & Rack Co., Brantford.
Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.
Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.
Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Cowan & Britton, Limited, Gananoque.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros, Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Rule & Level Co., N. Britain.
Winnipeg Paint & Glass Co., Winnipeg.
Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
Cowan & Britton, Ltd., Gananoque, Ont.
P & F. Corbin, New Britain, C.
Hamilton Stove & Heater Co., Hamilton.
H. S. Howland, Sons & Co., Toronto.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
Watrous Mfg. Co., Des Moines, I.
Winnipeg Paint & Glass Co., Winnipeg.
Burlap.
Dominion Oilcloth Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.
Burrs.
P. L. Robertson Co., Milton.
Butts.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain C.
Cowan & Britton, Ltd., Gananoque, Ont.
The Stanley Works, New Britain, Conn.
Butts and Hinges.
Cowan & Britton, Ltd., Gananoque, Ont.
Jas. Smart Mfg. Co., Brockville.
The Stanley Works, New Britain, Conn.
Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Carriers, Cash and Parcel.
Gipe-Hazard Store Service Co., Toronto.
Carpet Sweepers.
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.
Cartridges.
Dominion Cartridge Co., Montreal.
Eley Bros., N. Transcona, Man.
Cash Registers.
National Cash Register Co., Toronto.
Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
Cement.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Canada Cement Co., Montreal, P.Q.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
Chain, Trace, Logging, Halter,
Dog Leads, Agricultural.
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
Peck, Stow & Wilcox Co., Cleveland.
Chemicals
International Color & Chemical Co., Bridgeburg.
Chemical Closets
Parker, Whyte, Ltd., Winnipeg.
Chisels.
Buck Bros., Millbury, Mass.
Goodell-Pratt Co., Greenfield.
Peck Stow & Wilcox, Cleveland.
Stanley Rule & Level Co., New Britain.
Churns.
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont.
Clippers, all Kinds.
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
Clocks.
The Western Clock Co., La Salle, Ill.
Clothes Reels and Lines.
Cummer-Dowswell Ltd. Hamilton, Ont
Hamilton Cotton Co., Hamilton.
Closets
Parker, Whyte, Ltd., Winnipeg.
Clothes Wringers.
Cummer-Dowswell Ltd., Hamilton, Ont
J. H. Connor & Son, Ottawa.
David Maxwell & Sons, St. Mary's.
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.
Colors
A. Ramsay & Son Co., Montreal.
Cold Rolled Strip Steel.
The Morris & Bailey Steel Co., Pittsburg, Pa.
Cord Cutters.
Victor M. Grab Co., Chicago.
Colors
International Color & Chemical Co., Bridgeburg.
Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
Consumers Cordage Co., Ltd.
Cow Ties.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls
Cream Separators.
Simonds Hardware Co., St. Louis.
Cuspidors.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.
Cutlery, Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal
Crooks, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greeff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Simmons Hdw. Co., St. Louis, Mo.
Smith Hdw. Co., Montreal.
Dies.
Victor M. Grab Co., Chicago.
Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.
Door Checks.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
Door Hangers.
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co. London, Ont.
Drawer Pulls.
P. & F. Corbin, New Britain, C.
Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
Dry Batteries.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Dry Colors.
G. F. Stephens & Co., Winnipeg.
Dustless Dusters.
Tarbox Bros., Toronto.
Eavestroughs.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Emery or Corundum Wheels.
The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor
Jas. Morrison Brass Mfg. Co., Toronto.
Electric Irons
Chicago Flexible Shaft Co., Chicago.
Emery Cloth.
Jno. Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.
Emery Wheels.
Jno. Oakey & Sons, Ltd., London, Eng.
Enamels.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.
Enameled Ware.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.
Escutcheon Pins.
The Parmenter & Bullock Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Expansion Bolts.
Star Expansion Bolt Co., New York.
Fasteners, Storm Sash & Screen.
Cowan & Britton, Limited, Gananoque.
Fencing, Woven Wire.
The Steel Co. of Canada, Ltd., Hamilton.
Fillers
A. Ramsay & Son Co., Montreal.
Figured Rolled Glass
A. Ramsay & Son Co., Montreal.
Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.
Firearms and Ammunition.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Fire Escapes.
Dennis Wire & Iron Co., London.
Fire Door Fixtures.
Richard Wilcox Can. Co., London, Ont.
Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg, Man.
Flint Paper.
Jno. Oakey & Sons, Ltd., London, Eng.
Food Choppers.
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
Foot Scrapers, Automatically Adjustable.
Victor M. Grab Co., Chicago.
Fruit Presses.
Enterprise Mfg. Co., Philadelphia.
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B. & S. H. Thompson & Co., Montreal.
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A. Ramsay & Son Co., Montreal.
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Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds.
Pelton, Godfrey S.
Arthur Rudd & Co., St. Helen's.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Gouges.
Buck Bros., Milbury, Mass.

Grindstones.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London, Ont.

Guns.
Harrington & Richardson Arms Co., Worchester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Hall Trees, Hat and Coat.
Victor M. Grab Co., Chicago.

Hammers.
Double Claw Hammer Co., New York.
Jas. Smart Mfg. Co., Brockville.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles.
Still, J. H., Mfg. Co., St. Thomas.
The Stanley Works, New Britain, Conn.

Hangers, Storm Sash and Screen.
Cowan & Britton, Limited, Gananoque.
Watrous Mfg. Co., Des Moines, I.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Harvest Tools.
H. S. Howland Sons & Co., Toronto.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hinges.
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Limited, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.
Still, J. H. Mfg. Co., St. Thomas.

Hooks.
P. & F. Corbin, New Britain, Conn.
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Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Hooks, Hat and Coat.
Victor M. Grab Co., Chicago.

Hoop Iron.
The Steel Co. of Canada, Ltd., Hamilton.

Hoops, Steel and Wire.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails.
Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha & Rubber Mfg. Co., Toronto.

Household Sundries.
Victor M. Grab Co., Chicago.

Ice Cream Freezers.
McClary's, London.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Simmons Hardware Co., St. Louis.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia.

Iron and Steel Bars.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Jack Screws.
Jas. Smart Mfg. Co., Brockville.

Japans
A. Ramsay & Son Co., Montreal.

Knife Polish.
Jno. Oakey & Sons, Ltd., London, Eng.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York
Winnipeg Paint & Glass Co., Winnipeg.

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Latches
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees
Can. Buffalo Sled Co. Preston.
Stratford Mfg. Co., Stratford.

Linseed Oils
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
Can. Buffalo Sled Co., Preston.
F E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Locks.
Hamilton Stove & Heater Co., Hamilton.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke, Ont.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Manufacturers' Agents.
H. E. Johnson, Toronto.
McIntosh, H. F., & Co., Toronto.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Mats & Mattings—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Deforest Sheet & Tinplate Co., Niles, O
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks.
Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Motor Cycles.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Cowan & Britton, Limited, Gananoque.
Smith Hardware Co., Montreal.

Nails.
Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

Nails, Wire.
Cowan & Britton, Limited, Gananoque.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
International Color & Chemical Co., Bridgeburg.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Brideburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto
Pinchin Johnson Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardsin, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Plane Irons.
Buck Bros., Milbury, Mass.

Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.

Pocket Knives.
Simonds Hardware Co., St. Louis.

Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.

Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.

Pumps.
Dominion Well Supply Co., Cargill.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
Simmons Hdw. Co., St. Louis, Mo.

Radiators.
Hamilton Stove & Heater Co., Hamilton.

Razors.
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Red Lead Paste
International Color & Chemical Co., Bridgeburg.

Refrigerators.
McClary's, London.

Registers, Cash, Credit.
Dominion Register Co., Toronto.

Registers.
Hamilton Stove & Heater Co., Hamilton.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney, N.S.

Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Revolvers.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Roofing.
Canadian Supply & Con. Co., Toronto.
General Roofing Co., Winnipeg, Man.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
General Roofing Co., Winnipeg, Man.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.

Rope Cutters.
Victor M. Grab Co., Chicago.

Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

Sanitary Chemical Closets
Parker, Whyte, Ltd., Winnipeg.

Saws.
Atkins, E. C., & Co., Hamilton.
Can. Quality Saw & Tool Works, Montreal.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales.
Aylmer Pump & Scale Co., Aylmer.

School Desks.
Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.

Screw Driver Bits.
Buck Bros., Milbury, Mass.

Screws, Nuts, Bolts.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Hamilton.

Scythe Stones.
The Carborundum Co., Niagara Falls New York.

Shears, Scissors.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.
Peck-Hamre Mfg. Co., Berlin, Wis.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
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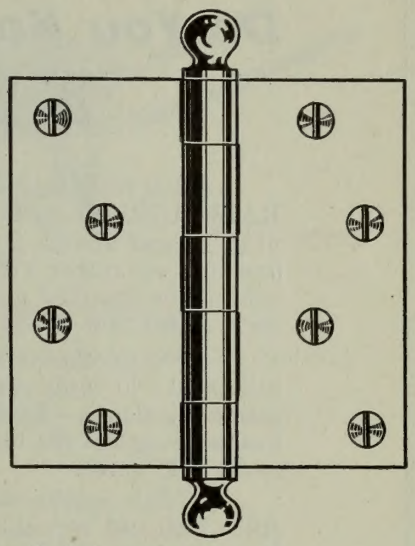
Distinguishes the Original No. 241 Butt sold in Canada and everywhere else.



The Stanley No. 241 Butt, is a Wrought Steel, Loose Pin Butt with a Planished Surface and a Plated Finish. It sells for a little higher price, because it is worth more money. And it is worth more money, because it is better made in every respect. Let your own good judgment decide — that's enough. We can make prompt delivery in any quantity of all Stanley Products.

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Henderson & Richardson, Montreal.

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Chicago Spring Butt Co., Chicago, Ill.

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Berry Bros., Walkerville.
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International Varnish Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Berry Bros., Walkerville.
International Varnish Co., Toronto.
G. F. Stephens & Co., Winnipeg.
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Henderson & Richardson, Montreal.

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Morris & Bailey Steel Co., Pittsburg.

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Steel Co. of Canada, Ltd., Hamilton.

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E. T. Wright Co., Ltd., Hamilton.

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Galt Stove & Furnace Co., Galt.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
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Hamilton Stove & Heater Co., Hamilton
McClary's, London, Ont.
Pease Foundry Co., Toronto.
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Jas. Stewart Mfg. Co., Woodstock.

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McClary Mfg. Co., London, Ont.

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Parker, Whyte, Ltd., Winnipeg.

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Steel Co. of Canada, Ltd., Hamilton.

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Lufkin Rule Co., Windsor, Ont.

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MacLean Publishing Co., Toronto.

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Winnipeg Paint & Glass Co., Winnipeg.

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Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

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The Goodell-Pratt Co. Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Millers Falls Co., New York.
Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.

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Brown-Boggs Co., Hamilton.

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Richards-Wilcox Mfg. Co. London, Ont

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Aylmer Pump & Scale Co., Aylmer

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Dougall Varnis Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co. Toronto
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.
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London Foundry Co., London.

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Can. Buffalo Sled Co., Preston.

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P. L. Robertson Mfg. Co., Milton.
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Steel Co. of Canada, Ltd., Hamilton.
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Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.
Simmons Hdw. Co., St. Louis, Mo.

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Dominion Well Supply Co., Cargill

Windshields.
Kinsinger Bruce & Co., Niagara Falls,

Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards.
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton

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Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
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Steel Co. of Canada, Ltd., Hamilton.

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P. L. Robertson Co., Milton.

Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton
Kuhne-Anderton Co., Port Hope.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

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Ed. Brand, London, Eng.

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Andrew Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Wire Stretchers.
Richard Wilcox Can. Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Wrenches.
Frank Mossberg Co., Attleboro, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.
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Do You Know Where Is

KHAIRATABAD?

It is from this place, which is in India in the Province of Hyderabad, Deccan, that RAIS JUNG writes to Messrs. Lyon & Lyon, Calcutta, as follows: "The 280 (Ross) proved most successful. A large bull bison made his appearance on a hill at about 150 yards. My first shot was rather a difficult one and only wounded the bull very slightly. The next hit him behind the shoulder and knocked him completely off his legs, and the third shot, in the neck, killed him. The bullet I used was the 140 gr. copper pointed.

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"This speaks very well for the flat trajectory of the rifle. Had I not had the Ross Rifle I should certainly have lost the bison as it was getting very late and it would have been too dark to follow him for any distance."

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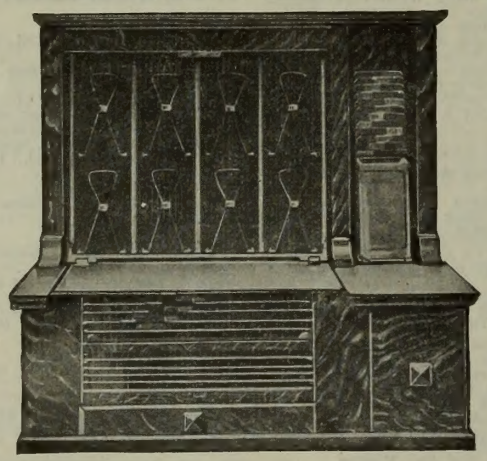
Discounts on Application.

Ross Rifle Company, - Quebec



The Barr Account Register has proved itself the greatest investment a Merchant can put into his Business—It pays for itself

The word of one merchant whose evidence any prospective purchaser of a Barr Account Register may have, on enquiry, is that by using this modern one-writing account system he has been able to reduce the outstanding accounts of his customers from $3,000 to $500.

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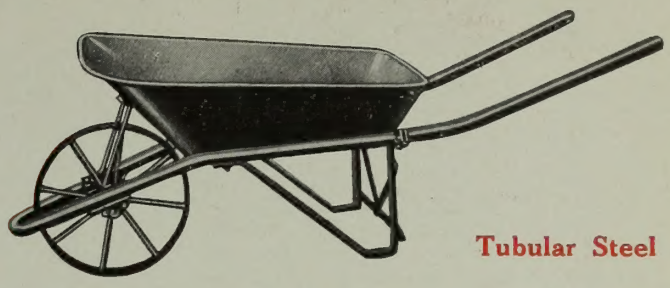
BARR REGISTERS, LIMITED TRENTON ONTARIO

STERLING
BARROWS AND CONCRETE CARTS



Tubular Steel

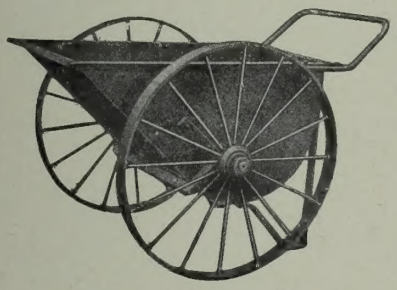
Canadian Patents controlled by us

We show here only two of the many designs of wheelbarrows and concrete carts comprising the Sterling Line.

Each barrow and cart has distinctive features which make strong selling points and aid the dealer in making sales and friends.

Our new No. 10 catalogue illustrates and fully describes our extensive line.

Write to-day for catalogue and prices.



See Fig. 202 in Catalog.

The Meaford Wheelbarrow Company, Limited

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SELLING AGENTS:

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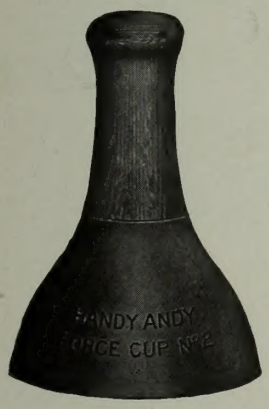

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FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

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The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

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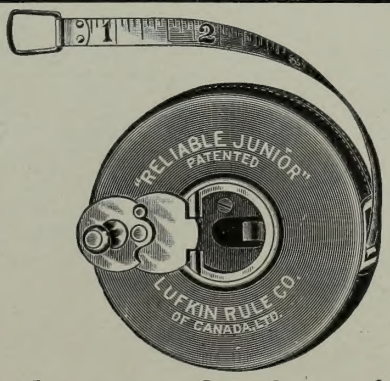
LUFKIN

Measuring Tapes and Rules

RECOGNIZED LEADERS OF THE FIELD

That's why practically every hardware house handles them.

THE DEMAND IS ALWAYS THE MEASURE OF AN ARTICLE'S POPULARITY.



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

LUFKIN

Measuring Tapes and Rules

HAVE BEEN ON THE MARKET FOR YEARS AND SELL READILY BECAUSE THEY ARE WELL MADE TO SERVE A PURPOSE AND SERVE THAT PURPOSE WELL.

NOT MADE MERELY TO SELL.

IF the police roped off your store so that your customers couldn't get to you—you'd kick.

We make traps—partly for you, of course, but primarily for the trapper—and your cash register clicks when these traps leave your store and go to him.

BUT—some years they don't go. You have roped the trapper off from your store and from us by failing to buy traps early. You haven't enough traps to supply him. It takes a long time to get more. The season is short and *the trapper can't get traps when he needs them.* Then he kicks—sometimes to you, sometimes to us.

It hurts to be kicked.

So this year we ask a favor of you—to stock traps early so the trapper can get all he needs and won't kick—us.

ONEIDA COMMUNITY, Ltd.
Niagara Falls, Ont.